

AMERICAN FRUITS

Nurseries, Arboriculture and Commercial Horticulture

Published Monthly by American Fruits Publishing Co., Incorporated

Vol. XVIII

ROCHESTER, N. Y., NOVEMBER, 1913

No. 5

A Noble Tree--Of Rounded Outline



European Linden

THE splendid shade tree herewith depicted is the European Linden, an exceedingly broad-leaved variety, growing into a noble tree, 60 to 80 feet in height. It flowers in June, the earliest of the Lindens.

The Lindens grow fast and cast a dense cool shade. The leaves are large and cordate, the flowers light yellow, exhaling a delightful citron odor. All are among the best large-growing street and avenue trees; fine also for specimens and grouping.

Hardy ornamental trees for lawn and landscape are a specialty with us. Soil and climate at our Nurseries are especially suited to their growth. Our force of trained propagators and our long experience combine to produce exceptionally fine stock. Largest acreage of ornamentals.

We are growers, also, of a general line of Nursery Stock. Fruit trees and small fruits of highest grade. Let us price your wants.

PAINESVILLE
NURSERIES

The Storrs & Harrison Co.

PAINESVILLE,
OHIO

"SPECIALISTS IN WHATEVER WE PROPAGATE"

A Complete Variety List

Ornamentals

Fruits

Roses

Evergreens

Clematis

Herbaceous

Plants

Nurserymen

Dealers

Orchardists

Gardeners

And

Landscape

Architects

Lowest Prices Consistent With Quality

Our office and nurseries are situated on
the Rochester and Eastern R. R. only
one and one-half hours from Rochester.

W. & T. SMITH COMPANY

THE GENEVA NURSERY

1000 Acres GENEVA, N. Y. 67 Years

Bridgeport Nurseries

OFFER

**A General Assortment
of Nursery Stock**

Apple

Catalpa Speciosa Seedlings

**Shade and Ornamental Trees in Large
Quantity**

Write for Prices

C. M. HOBBS & SONS
BRIDGEPORT, IND.

We have every facility for growing evergreens from seed—plus the finest natural location that we know of in the United States, plus over 50 years' practical knowledge of how to do it best. We are now growing millions of them for nurserymen's and dealers' trade, lining out, etc., and you will find

Hill's Evergreens

the best investment you can make—if you are looking toward permanent results and satisfied customers, as well as the first cost of the trees. We go to a great deal of trouble and expense gathering and sowing our seed, but we think it's worth it all to know that the little trees are true to name, and healthy and vigorous. Our customers, too, have found that it's worth the cost to know that they're getting reliable trees when they buy here. If you want the best evergreens you can get for your trade let us tell you more about those of "Hill Quality."

THE D. HILL NURSERY CO., Inc.

Evergreen Specialists

D. HILL, President Box 402, DUNDEE, ILLINOIS

YELLOW RAMBLER. The latest in roses and completing a wonderfully fine collection of Baby Roses, unsurpassed for bedding and hedging purposes. Hardy Yellow Roses are scarce; hardy ever-blooming yellows are scarcer still. This new variety is similar in all respects to the original Crimson Baby Rambler excepting color. We own and control the entire stock. The name is fully protected and colored plates, circulars, advertising matter can be supplied. Write for prices for this season's delivery.

JACKSON & PERKINS COMPANY

Newark, Wayne Co., New York State

American Fruits Monthly Guide for Purchasers

Rate for Announcements in this Department: 25 cents per line; minimum charge \$1.00.

NURSERIES

ALABAMA

HUNTSVILLE WHOLESALE NURSERIES, HUNTSVILLE—Apples, pears, plums, peaches, cherries, roses, peonies and magnolia grandiflora. Send for price list.

WILLS VALLEY NURSERY CO., INC., FORT PAYNE—Growers, importers and dealers in everything for the Orchard Farm and Garden.

BELGIUM

C. KERKVOORDE, WETTEREN—Roses, in all sorts, Rhododendrons, Fruit Trees in sorts, Nursery Stocks, full line, grown for the trade. Sole American Agents: **AUGUST ROLKER & SONS**, New York, Box 752.

FRANCE

BARBIER & CO., ORLEANS—Fruit tree stocks and ornamental stocks. Wholesale trade list free.

LEVAVASSEUR & SONS, USSY AND ORLEANS—Wholesale Growers, Fruit and Ornamental Stocks. Sole American Agents: **AUGUST ROLKER & SONS**, Box 752, New York.

GERMANY

J. HEINS' SONS, HALSTENBEK, GERMANY—Millions of Fruit Stocks on hand. Shipments: 200,000,000 trees annually.

FOCKO BOHLEN, HALSTENBEK, GERMANY—Forest trees, hedge plants, fruit stocks, roses, etc.

H. H. PEIN, HALSTENBEK—Forest trees, seedlings and transplants. American agents: **AUGUST ROLKER & SONS**, 1 Barclay St., New York.

HOLLAND

FELIX & DYKHUIS, BOSKOOP—High grade Boskoop Nursery stock of any description. Illustrated catalogue free.

KEESENS' TERRA NOVA NURSERIES, AALSMEER—Hardy nursery stocks, bushes and clipped trees for topiary work. Sole American Agents: **AUGUST ROLKER & SONS**, Box 752, New York.

INDIANA

C. M. HOBBS & SONS, BRIDGEPORT—We are headquarters for apple and other stock, both fruit and ornamental. Catalogue. **CATALPA SPECIOSA PURE**.

W. C. REED, VINCENNES—Cherry trees, one and two year. General line of other stock.

H. M. SIMPSON & SONS, VINCENNES—Cherry trees a specialty; one and two years old.

Modern advertising has elevated the standard of business ethics. It conserves trade, extends business, creates good will; it protects and fosters legitimate enterprise.

What Advertisers Want

The advertiser wants a straight publication that accepts dictation from no one. And the more clearly independent a medium is the more it appeals to the business man who uses it for his business announcements.

J. K. HENBY & SON, GREENFIELD—We offer a complete assortment of General Nursery stock; expect to have over three million **Catalpa Speciosa** pure.

IOWA

SHERMAN NURSERY CO., CHARLES CITY—Seedling and transplanted evergreens; general line of nursery stock.

KANSAS

J. H. SKINNER & CO., TOPEKA—Fruit and ornamental trees and shrubs. Apple and pear seedlings. Forest tree seedlings.

KENTUCKY

WILLADEAN NURSERIES, SPARTA—Lowest prices on ornamental trees, shrubs and tree seedlings. **Catalpa Speciosa** or **Black Locust** Seedlings in any quantity.

MARYLAND

J. G. HARRISON & SONS, BERLIN—General line of nursery stock. Great variety of small fruits. Strawberries a specialty. Evergreens, too.

FRANKLIN DAVIS NURSERY CO., BALTIMORE—General line of nursery stock. Specialties as announced elsewhere in this issue.

MICHIGAN

L. E. ILGENFRTZ'S SONS CO., MONROE—Growers and dealers. Standard fruit trees, dwarf fruit trees, small fruits, ornamentals, shade trees. Employ agents, issue catalogues.

MINNESOTA

THE JEWELL NURSERY CO., LAKE CITY—Established in 1868. 1,500 acres, all at Lake City. Wholesale and retail. Largest growers of hardy stock in the United States.

MISSOURI

STARK BROS. NURSERIES AND ORCHARDS CO., LOUISIANA—General line of nursery stock in large quantities and variety. Nurseries east, west and south. Quotations promptly submitted.

NEW YORK

JACKSON & PERKINS COMPANY, NEWARK—Ornamentals, roses, elementals, tree hydrangeas, perennials, etc. Agents for foreign houses selling French fruit tree seedlings. Belgian Azaleas, exotic plants, etc. **WHOLESALE ONLY**.

"As the result of our advertisement in American Fruits we are so busy with orders and correspondence that we have no time to prepare new copy. You may continue the advertisement in its present form."

AN OPPORTUNITY

Readers who appreciate this magazine may give their friends in the trade the opportunity of seeing a copy. A specimen number of "American Fruits" will be sent to any address in any part of the world on application to the publisher.

ELLWANGER & BARRY Bldg.,
ROCHESTER, N. Y.

It Means Much

It is a certificate of good character to have your advertisement admitted to the columns of **AMERICAN FRUITS**, because an effort made to exclude advertisements of a questionable character and those that decoy and deceive.

W. & T. SMITH CO., GENEVA—Highest grade stock of Fruit and Ornamental trees, Shrubs, Roses, Evergreens, Vines, etc. Catalogs. **LOWEST PRICES CONSISTENT WITH QUALITY**.

OHIO

W. A. ALLEN & SONS, GENEVA, O.—250,000 Peach Trees, special prices on Car Lots, all the leading varieties. Growers of all kinds of Nursery Stock.

STORRS & HARRISON CO., PAINESVILLE—Growers of everything that makes a complete nursery. Issues catalogues and price lists. Wholesale and retail. Specialists in whatever we propagate.

WICK HATHAWAY, MADISON, O.—Raspberry Strawberry, Currant and Gooseberry Plants. Grape-vines. Small Fruits a Specialty.

W. N. SCARFF, NEW CARLISLE—Everything in small fruit plants. Ask for price list. Large stock and great variety.

SOUTH DAKOTA

WHITING NURSERY CO., YANKTON, S. DAK.—Hardy, clean general Nursery stock. Retail and wholesale. Forest seedlings, Cuttings and Large shade trees. Send for prices.

TENNESSEE

GREENBRIER NURSERY CO., GREENBRIER—Peach buds, twenty-five leading commercial varieties. Ask for list.

TEXAS

WAXAHACHIE NURSERY CO., WAXAHACHIE—Apple, Cherry, Peach, Pear, Ornamentals. Exceptionally fine stock. Let us quote you prices. Correspondence solicited.

VIRGINIA

W. T. HOOD, RICHMOND—California privet. General line of high grade nursery stock.

SUPPLIES

ALLEN-HAILEY TAG CO., INC., CALEDONIA, NEW YORK. Wood labels of all kinds for nurserymen and florists. Stakes, poles, shipping tags and tags for every purpose. Write for samples and prices.

BENJAMIN CHASE CO., DERRY, N. H.—All kinds of labels for nurserymen's use. Samples and prices submitted upon application.

DAYTON FRUIT TREE LABEL CO., DAYTON, O.—Labels of all kinds for nurserymen's use. Samples and prices upon application.

"Enclosed find our check for \$1.50 in payment for 'American Fruits' the coming year. We feel we need a commercial paper coming to our office and we know nothing better than yours."

M. J. Wragg, Manager
Wragg Nursery Company,
Des Moines, Iowa.

ARE YOU POSTED?

It is good business policy to keep posted on matters concerning your trade. Can you do this without reading **AMERICAN FRUITS** thoroughly every month? Read this issue through from cover to cover—and then decide. It costs \$1.50 per year!

FRUIT TREE STOCKS

Our wholesale trade list, quoting prices for all sizes and sorts of fruit tree stocks, as well as

ORNAMENTAL STOCKS

is mailed free on application. In case you have not received it, ask for the same.

WE HAVE NO AGENTS

TRANSON BROTHERS & D. DAUVESSE'S NURSERIES

WRITE DIRECT TO US

BARBIER & COMPANY, Successors

16 Route d'Olivet

Orleans, France

American Fruits Directory of Organizations

AMERICAN ASSOCIATION OF NURSERYMEN.

Officers—President, J. B. Pilkington, Portland, Ore.; Vice-president, Henry B. Chase, Chase, Ala.; Secretary, John Hall, Rochester, N. Y.; Treasurer, Peter Youngers, Geneva, Neb.

Executive Committee—Thomas B. Meehan, Dresher, Pa.; John H. Dayton, Painesville, O.; P. A. Dix, Roy, Utah; J. B. Pilkington, Portland, Ore.; Ex-officio, John Hall, Ex-officio, Secretary, Rochester, N. Y.

COMMITTEES

Transportation—Charles Sizemore, Louisiana, Mo.

Tariff—James McHutchison, New York City.

Legislation East of Mississippi River—William Pitkin, Rochester, N. Y.

Legislation West of Mississippi River—Peter Youngers, Geneva, Nebraska.

Co-Operation with Entomologists—L. A. Berckmans, Augusta, Ga.

Publicity and Trade Opportunities—W. P. Stark, Chairman, Louisiana, Mo.; James M. Irvine, St. Joseph, Mo.; Jefferson Thomas, Harrisburg, Pa.; Orlando Harrison, Berlin, Md.; C. M. Griffing, Jacksonville, Fla.; Geo. C. Roeding, Fresno, Cal.; H. D. Simpson, Vincennes, Ind.

Program—John Watson, Newark, N. Y.

Exhibits—T. B. West, Perry, O.

Arrangements—W. B. Cole, Painesville, O.

Editing Report—John Hall, Rochester, N. Y.

Root Gail—E. A. Smith, Lake City, Minn.

Membership—The State Vice-Presidents.

STATE AND DISTRICT ASSOCIATIONS

American Nurserymen's Protective Association—President, Henry B. Chase, Huntsville, Ala.; Secretary, Thomas B. Meehan, Dresher, Pa. Meets annually in June.

American Retail Nurserymen's Protective Association—President, H. W. Marshall, Arlington, Neb.; Secretary, Guy A. Bryant, Princeton, Ill. Meets annually in June.

Association of Oklahoma Nurserymen—President, J. A. Lopeman, Enid, Okla. Terr.; Secretary, C. E. Garee, Noble, Okla. Terr.

British Columbia Nurserymen's Association—President, Richard Layritz, Victoria; Secretary, Richard McComb, Aldergrove.

Connecticut Nurserymen's Association—President, T. E. Burroughs, Deep River; Secretary, F. L. Thomas, Manchester.

California Nurserymen's Association—Frank H. Wilson, Dinhuu; Secretary, H. W. Kruckeberg, Los Angeles.

Eastern Association of Nurserymen—President, W. C. Barry, Rochester, N. Y.; Secretary-Treasurer, William Pitkin, Rochester, N. Y. Meets annually in January.

Idaho Nurserymen's Association—President, Anton Diederichsen, Payette, Idaho; Vice-President, George Fenton, Emmett, Idaho; Secretary-Treasurer, J. F. Littooy, Boise, Idaho.

Massachusetts Nurserymen's Association—President, W. H. Wyman, N. Abington; Secretary, A. E. Robinson, Bedford.

Mississippi Nurserymen's Association—President, J. R. Woodham, Newton; Secretary, R. W. Harned, Agricultural College.

Montana Nurserymen's Association—E. A. Calmettes, Helena, Mont.

New York State Nurserymen's Association—President, Edward S. Osborne; Secretary, W. N. Scarff, New Carlisle; Secretary, W. B. Cole, Painesville, O.

Ohio Nurserymen's Association—President, W. N. Scarff, New Carlisle; Secretary, W. B. Cole, Painesville, O.

Oregon-Washington Association of Nurserymen—President, C. F. Breithaupt, Richland, Wash.; Secretary-Treasurer, C. A. Tonneson, Tacoma.

Pacific Coast Association of Nurserymen—President, Richard Layritz, Victoria, B. C.; Secretary-Treasurer, C. A. Tonneson, Tacoma, Wash. Meets annually in June.

Pennsylvania Nurserymen's Association—President, Abner Hoopes, West Chester, Pa.; Secretary, Henry T. Moon, Morrisville, Pa.

Southern Nurserymen's Association—President, J. R. Mayhew, Waxahachie, Tex. Secretary-treasurer, A. I. Smith, Knoxville, Tenn.

Tennessee Nurserymen's Association—President, Charles Pennington, Rutherford, Tenn.; Secretary, G. M. Bentley, Knoxville, Tenn.

Texas Nurserymen's Association—President, O. K. Phillips, Rockdale; Secretary-treasurer, J. M. Ramsay, Austin.

Virginia Nurserymen's Association—President, N. L. Shreckhise, Augusta; Secretary, C. D. Werger, Rockingham.

Western Association of Nurserymen—President, F. A. Weber, Nursery, Mo.; Secretary-treasurer, E. J. Holman, Leavenworth, Kan. Meets in December at Kansas City.

HORTICULTURAL ORGANIZATIONS

American Apple Congress—Clinton L. Oliver, Denver, Colo.

American Association for Advancement of Science—L. O. Howard, Smithsonian Institute, Washington, D. C.

American Association of Park Superintendents—F. L. Mulford, Washington, D. C.

American Civic Association—R. B. Watrous, Washington, D. C.

American Federation of Horticultural Societies—Charles E. Bassett, Fennville, Mich.

American Pomological Society—Prof. E. R. Lake, 3333 20th St., N. Y., Washington, D. C.

American Society of Landscape Architects—Charles D. Lay, New York City, N. Y.

American Rose Society—Benjamin Hammond, Fishkill-on-Hudson, N. Y.

American Seed Trade Association—C. E. Kendall, Cleveland, O.

Canadian Horticultural Association—Julius Luck, Montreal.

Eastern Fruit Growers' Association—Nat C. Frame, Martinsburg, Va.

International Apple Shippers' Association—R. G. Phillips, Rochester, N. Y.

International Society of Arboriculture—J. P. Brown, Connersville, Ind.

Mississippi Valley Apple Growers' Society—James Handly, Quincy, Ill.

Missouri Valley Horticultural Society—A. V. Wilson, Muncie, Kan.

National Apple Show—Ren H. Rice, Spokane, Wash.

National Council of Horticulture—H. C. Irish, Botanical Garden, St. Louis, Mo.

National Horticultural Congress—Freeman L. Reed, Council Bluffs, Ia.

National Nut Growers' Association—J. F. Wilson, Waycross, Ga.

Ornamental Growers' Association—C. J. Malloy, Rochester, N. Y.

Northern Nut Growers' Association—Dr. W. C. Deming, Westchester, N. Y.

Peninsula Horticultural Society—Wesley Webb, Dover, Del.

Society for Horticultural Science—C. P. Close, College Park, Md.

Society of American Florists and Ornamental Horticulturists—John Young, New York.

Western Fruit Jobbers Association—E. B. Branch, Omaha, Neb.

New England Nurserymen's Association—President, Harlan P. Kelsey, Salem, Mass.; Secretary, Charles Adams, Springfield, Mass.

FRUIT TREE STOCKS FOREST TREES

BY THE MILLION
SEEDLINGS AND TRANSPLANTS

Largest Forest Tree
Nurseries in Europe



Annual Shipment
200 Million Trees

J. HEINS' SONS

HALSTENBEK, NEAR HAMBURG, GERMANY

Write for Trade List and Forest Planter's

Guide, to our American Agent

OTTO HEINECKEN

Whitehall Bldg., 17 Battery Place

NEW YORK CITY

Seedling and Transplanted Evergreens by the Millions

Arbor Vitae	Jack Pine
Austrian Pine	Norway Spruce
Black Hills Spruce	Pinus Ponderosa
Colorado Blue Spruce	Pitch Pine
Concolor	Red Spruce
Douglas Spruce	Scotch Pine
Engelman's Spruce	White Pine
European Larch	White Spruce

Special Prices on Large Lots and for Reforestation

Also a General Line of Nursery Stock

SHERMAN NURSERY CO.

CHARLES CITY, IOWA

The Chase Labels

For Nurserymen and Florists are Excelled by None
**PLAIN, PAINTED, WIRED with TINNED or
COPPER WIRE and
PRINTED IN ANY MANNER**
That may be called for

Prices as low as **FIRST-CLASS WORK** and unequalled
PROMPTNESS in DELIVERY will justify.

Please favor us with a trial order if you are not one of our
present patrons.

THE BENJAMIN CHASE CO.,

DERRY, NEW HAMPSHIRE

P. O. Address and Western Union Tel.—Derry Village

AMERICAN FRUITS MAGAZINE---November, 1913

EDITORIAL DEPARTMENT.—Communications on any subject connected with Nurseries, Arboriculture or Commercial Horticulture are cordially invited by the Editor; also articles on these subjects and papers prepared for conventions of Nursery or Horticultural associations. We shall be pleased to reproduce photographs relating to these topics, Nursery Scenes, Cold Storage Houses, Office Buildings, Fields of Stock, Specimen Trees and Plants, Portraits of Individuals, etc. All photographs will be returned promptly.

ADVERTISING.—First advertising forms close on the 22d of each month; last advertising forms on the 25th. If proofs are wanted, copy should be in hand on the 15th. Rates upon application.

"American Fruits" points with pride to its advertising columns. Not all those in the nursery and allied trades are therein represented, but the leading ones are; and we believe that every advertisement represents a reliable concern. We court confidential information to the contrary.

"American Fruits" will not accept advertisements that do not represent reliable concerns.

SUBSCRIPTIONS.—"American Fruits" will be sent to any address in the United States for \$1.50 a year; to Canada or abroad for \$2.00 a year. Add ten cents unless bank draft, postal or express money order is used.

WHAT THIS MAGAZINE STANDS FOR.—Clean chronicling of commercial news of the Nursery and Planting Trade. An honest, fearless policy in harmony with the growing ethics of modern business methods.

Co-operation rather than competition and the encouragement of all that makes for the welfare of the trade and of each of its units.

Wholesome, clean-cut, ring true independence.

INDEPENDENT AND FEARLESS.—"American Fruits" is not the official journal of any organization. It therefore makes no distinction in favor of any. It is untrammelled in its absolutely independent position and is the only publication of the kind.

Though it happens that its place of publication is in the eastern section of the country, it is thoroughly National in its character and International in its circulation.

Its news and advertising columns bristle with announcements from every corner of the Continent.

It represents as its name implies, the Fruits of American industry in one of the greatest callings—Commercial Horticulture in all its phases of Nursery stock, Orchard and Landscape Planting and Distribution.

AMERICAN FRUITS PUBLISHING COMPANY, INC.

Ralph T. Olcott, Editor and Manager

123-125 Ellwanger & Barry Bldg., Rochester, N. Y.

Leading Articles In This Issue

Texas Nurserymen In Annual Session	J. M. Ramsey	106
Special Reports on Season's Trade		110, 121
Pecan Show at Houston and Dallas	E. W. Kirkpatrick	109
Mississippi Nurserymen's Meeting	R. W. Harned	114
Dormant and Not Dormant Stock	Charles Sizemore	116
Practical Pointers for Salesmen	E. A. Smith	120
New Canadian Port of Entry		116
Nurserymen and Panama Exposition	G. A. Dennison	118
Big Protective Growers' Association Plan		124
California Nursery Activities	F. H. Wilson	111
Montana Nurserymen Elect Officers		111
The Uniform Inspection Law Movement		112
Treatment of Imported Nursery Stock		113
Nursery Stock Quarantine		112
Rhode Island Nursery Regulations	A. E. Stene	113
Nursery Stock Refused In New York State		113
Fine Ornamental Nursery Stock Exhibit		124
Bonanza Fruit Crops In Ulster County, N. Y.		106



View of several hundred thousand Peach Seedlings. Block of Budded Peach Trees in Background.
Westminster Nursery, Westminster, Md.



Section of one of Apple Orchards, Showing Peach Trees as Fillers, two years after planting. Potatoes used as mulch crop.
Westminster Nursery, Westminster, Md.

INDEX ADVERTISEMENTS

Allen-Bailey Tag Co.	107
Atlantic Nursery Co.	110
Barbier & Co.	101
Barnes Bros. Nursery Co.	110
Bennett, C. A.	119
Berckmans Co, P. J.	116
Bohlen, Focko	121
Buffalo Nursery Co.	120
Burlington Basket Co.	121
Chase Company, Benjamin	102
Cannedy, J. A.	119
Clarke, Daniel A.	117
Cole, W. B.	110, 116
Continental Plant Co.	114
Commercial Nursery Co.	122
Dayton Fruit Tree Label Co.	117
Detriche, Sr., Charles	119
Donaldson Co.	Cover
Elliott & Sons, H. B.	122
Forest Nursery and Seed Co.	Cover
Flansburg & Son, C. N.	116
Franklin Davis Nursery Co.	Cover
Griffith, R. B.	117
Greenbrier Nursery Co.	117
Harrison & Sons, J. G.	Back Cover
Hathaway, Wick	108
Henby & Son, J. K.	123
Heins' Sons, J.	102
Hill Nursery Co., D.	Cover
Hobbs & Sons, C. M.	Cover
Hood & Co., W. T.	123
Horticultural Advertiser	123
Horticultural Company	121
Hubbard Co., T. S.	120
Huntsville Wholesale Nur's.	Cover
Igenfritz' Sons Co., I. E.	109
Jackson & Perkins Co.	Cover, 119
Jewell Nursery Co.	119
Kallen & Lunne-Mann	122
Levavasseur & Sons	114
Lindley Nursery Co., J. Van.	116
Louis LeRoy's Nurseries	124
Miller, B. J.	121
National Florists Bd. Trade	109
Norman, T. R.	122
Parker, Jim	120
Pein, H. H.	123
Plainview Nursery Co.	117
Reed, W. C.	Cover
Rhodes Manufacturing Co.	119
Rolker & Sons, August	117, 123, 114
Rochester Lithographing Co.	Cover
Scarff, W. N.	123
Sherman Nursery Co.	102
Simpson & Sons, H. M.	116
Skinner & Co., J. H.	114
Smith Co., W. & T.	Cover
Southside Nurseries	121
Stark Bros. N. & O. Co.	Cover
Storrs & Harrison Co.	Front Cover
Tennessee Nursery Co.	110
Valdesian Nurseries	121
Watson & Co., F. W.	104
Westminster Nursery	117
Whiting Nursery Co.	119
Wills Valley Nursery Co.	110
MONTHLY GUIDE	101

Apple Seedlings

When you want Apple Seedlings, let us price your order. We have no two year old seedlings to work off---no cold storage seedlings saved over from last year---but just good strong healthy seedlings grown this year from French Crab seed. We have all grades.

In placing your order for Apple Seedlings let us know the size of your cions---whether large Western grown---or light from bearing trees. We will furnish you seedlings to match. Our extra 1-4 inch straight grade are fine for heavy cions. Our No. 1 3-16 and all up Apple Seedlings this year will have a good proportion of 1-4 inch seedlings among them. We can supply your wants in Apple Seedlings perfectly satisfactory to you. Give us a chance.

F. W. WATSON & CO.

TOPEKA, KANSAS

Apple and Pear Seedling Specialists

American Fruits

Nurseries, Arboriculture and Commercial Horticulture

Entered August 4, 1904, at Rochester, N. Y. Post Office as second-class mail matter

Vol. XVIII

ROCHESTER, N. Y. NOVEMBER, 1913

No. 5

Bonanza Fruit Crops In Ulster County, N. Y.

ULSTER County, N. Y., will break its record with an apple crop of 1,000,000 barrels this year. The surrounding counties have practically no apples at all, says the New York Times. The orchard towns of Ulster have so many apples that trees unpropped are falling beneath the weight. The great apple crop in Ulster is attributed to the fact that all the orchards lie in a cup in the Catskill and Shawangunk Mountains, which shelters them from the bitter north and west winds, which brought blighting frost last May, the frost that killed the buds in the surrounding counties, and in the prairie orchards in the western counties of the state.

The apple crop this year in the state is only 45 per cent. of the usual crop, and Ulster county has at least a quarter of this production. The greatest yield is found in the river towns of Ulster, Esopus, Lloyd, Gardiner, Marlborough, Plattekill, New Paltz, and Shawangunk, while Woodstock and Saugerties, lying right against the eastern slope of the Catskills, and Warwarsing also have a great yield. All the apple lands of the county slope toward the rising sun.

The county swarms with apple buyers as never before. Probably 15,000 pickers and packers are busy harvesting the crop. The factories where packages and barrels are made are running night and day to furnish barrels and boxes. The country roads are crowded with teams carrying apples to the shipping points. There is a shortage of cars on the railroads. The river boats go to New York every night loaded with barrelled apples, and extra boats carrying nothing but fruit leave the docks as fast as they can be loaded.

Some Big Money Returns

Ulster county has few great orchards like Erie county, the Ozarks, Oregon or Idaho, but it has thousands of orchards of from 100 to 1,000 trees. The largest orchard in the county is on the grounds of the Trappist Monastery at Esopus, where 6,000 Newtown pippin trees will this year probably produce 20,000 barrels of apples. This great orchard was planted by the New York millionaire, Robert Pell, many years ago. The Monks, who now own the property, probably receive \$60,000 for their apples this year. At Ireland Corners in the town of Gardiner Andrew L. F. Deyo, who never before received more than \$6,000 for his apples, will this year receive \$20,000. He has sold his entire crop for \$3 a barrel at the orchard. An adjoining orchard owned by Joseph E. Hasbrouck of Modena, will bring \$12,000.

Few apples have been sold for less than \$3 a barrel, while fine apples are bringing as high as \$6 a barrel wholesale. These are the apples seen in the best fruit store windows in the great cities, and which frequently bring as high as \$1.50 a dozen.

Apple-pickers are working in Ulster county this fall from all over the Union—from Georgia, the Ozark Mountains, Western New York and as far west as Colorado. They follow the buyers and earn an average of \$3 a day. Their transportation is paid by the buyers.

Piles of windfallen apples and imperfect fruit—some piles half as big as the ordinary farmhouse—are to be seen. These apples are shipped loose to the cider and vinegar mills. A box car will hold about 800 bushels of apples loose. One Kingston cider mill man has contracted for 500 cars of apples—nearly 150,000 barrels. These apples seldom go out of the county and bring less than a dollar a barrel.

Other Fruit Crops a Record

Pears in Ulster county, says the Times, are as plentiful as apples. There has never been such a pear crop. There are no big pear orchards, but every dooryard and garden has from one to a dozen pear trees. Pears of the best quality sell for 20 cents a peach basketful in the local markets.

The peach harvest is about over. It is a record crop also. It is estimated that over 1,500,000 crates and baskets have been shipped to market. Good peaches have sold in the local market as low as 15 cents a basket while prime varieties, which sell in New York city at \$1.50 a basket, have sold in the local market at 50 cents a basket.

Grapes are so plentiful that many vineyards are being neglected so that the pickers can work in the apple orchards. Grapes when ripe are less susceptible to frost than other fruit and can wait. Grapes are selling at the vineyards by the crate at 5 cents a pound, and if you pick them yourself they can be had as low as 2 cents. There has been an unprecedented yield of Delawares this season.

Of strawberries there was a short crop in Ulster county, but currants, gooseberries, cherries and plums there never was such a plenty before. Some of the fruit farmers this winter will be wintering in Cuba, Florida, Southern California and the Bermudas.

Apple growers from Oregon have been buying apple land in Ulster county and some great orchards have been started. It is estimated that ten years from now 10,000 tree tracts will be bearing. One man has purchased 1,800 acres on which to plant 25,000 apple trees. The man who has a good apple orchard within 100 miles of New York has a veritable gold mine if he takes care of his trees.

Renewed Peach Planting

Henry D. Marks, general manager of the Georgia Fruit Exchange, and I. F. Murphy of the board of directors were in Fort Valley, Ga., circulating among the peach growers of that section. Apropos of the visit of

these gentlemen it is stated that more peach trees will be planted out this fall in the section adjacent to Marshville, Fort Valley and Byron than for many seasons past—renewed interest in the industry having in a great measure been stimulated by the superior marketing conditions brought about by the aggressive business methods of the exchange.

Newark, N. Y., Nursery Inspected

After three days filled with interesting and instructive work, the Northern Central Railroad's farm bureau officials returned in their special train to Elmira, N. Y., September 17. The train covered the entire Canandaigua-Elmira division, visiting farms of enterprising husbandmen at the various towns along the route.

The train was occupied by Superintendent H. A. Jaggard and members of the railway farm commission. Upon their return all of the men who made the trip expressed themselves as well satisfied with the results. The owners of farms, orchards and allied enterprises along the line have profited greatly by the instruction and help extended gratuitously by the railroad in compliance with the policy of the Pennsylvania Lines, to increase their traffic by advertising the interests of the people along their line.

At Orleans the train was met by J. M. Pitkin, of the nursery firm of C. W. Stuart & Co., of Newark, N. Y.; C. J. Esty and S. J. Ferguson, of Orleans. At this point the orchards of C. J. Esty, S. J. Ferguson, W. D. Severance, C. J. Treadwell, John Page and C. P. Whitney were visited; the same general conditions prevailed here as those found at the orchards visited earlier in the day. The orchard of Mr. Treadwell was found to be one of the best cared for orchards seen thus far on the trip and he reported a sale of \$3.50 per barrel for his crop.

The nurseries of C. W. Stuart & Co., consisting of about 500 acres, were next visited. The young trees were found in most excellent condition, the maintenance of a good growth being evidence of most thorough cultivation.

All past records in the productiveness of Palisade, Colo., orchards have been broken this year by one orchard which produced more than 2,000 boxes to the acre. Usually a yield of 1,000 boxes to the acre is considered good, while in other districts a production of 500 boxes to the acre is put down as remarkable.

Owners of good bearing apple orchards in the vicinity of Middleport, N. Y., are reaping big harvest this year. Many farmers have sold their entire crop of Baldwins, Greenings, Northern Spy and Twenty Ounce apples "tree, run," for from \$3 to \$3.50 per barrel.

Texas Nurserymen's Association Convention

Practical Topics of Special State Interest---The Shade Tree Situation---Pecans and Citrus Fruits---Present Supply of Fruit Trees in Nurseries---Best Stocks for Propagating---Pedigreed Stock---Greeting From John Watson---Uniform Inspection Laws---John S. Kerr Elected President---Resolutions

J. M. RAMSEY, Austin, Tex., Secretary

THE THIRTEENTH annual meeting of the Texas Nurserymen's Association held at Waco, September 23 and 24, was perhaps the best of recent years. Following is the program as it was carried out:

Tuesday, 9 a. m., September 23
 Calling to order by the President.
 Invocation—John F. Sneed, Tyler.
 Address of Welcome—M. Falkner, Waco.
 Response to Address of Welcome—Sam H. Dixon, Houston.
 President's Annual Address—O. K. Phillips, Rockdale.
 Report of Secretary-Treasurer—J. M. Ramsey, Austin.
 Appointment of Committees.
 Plgs, Oranges and Other Citrus Fruits—J. H. Arbenz, Sarita.
 The Shade Tree Situation Revised—J. B. Baker, Fort Worth.
 Propagating Pecans in the Nursery—W. D. Griffing, Port Arthur.
 Increase of the Florist's Trade in Texas—Tom Wolf, Waco.

Tuesday, 2 p. m.
 The Present Supply of Nursery Trees of Peach, Plum, Apple and Pear for the Coming Season—J. R. Mayhew, Waxahachie.
 Hardier Species of Stocks for Fruit Trees, and How They May be Obtained—E. W. Kirkpatrick, McKinney.
 Right Prices for Greenhouse Products—E. Farley, Denison.
 What the Department of Agriculture is Doing to Suppress Injurious Insects and Scale in Texas Orchards—Sam H. Dixon, Houston.

Four Great Opportunities:
 The Texas State Fair, October.
 American Pomological Society, November.
 National Nutgrowers, November.
 National Corn Show, February.
 Discussion led by J. S. Kerr, Sherman.

Wednesday, 8:30 a. m., Sept. 24
 The Status of the Movement for a National Inspection Law—E. P. Bernardin, Parsons, Kansas.
 The Membership Problem and How to Solve It—Will B. Munson, Denison.
 Echoes From the American Association Meeting and Southern Nurserymen's Convention—By Those Who Attended.

Election of Officers for Ensuing Year.
 Reports of Committees.
 Adjournment.

Meetings To Be Executive

The meeting place, on the seventeenth floor of the Amicable Building, was convenient in every way, and a more delightful auditorium could not have been obtained. At the close of the last meeting, the president of the Amicable Insurance company invited the Nurserymen as his guests to go to the top of the tower above the twenty-first story, from which the view over the beautiful city and surrounding country, up and down the Brazos River, extended for miles in every direction.

Mr. Falkner, in his address of welcome, with pride referred to the progress of the city, but did not mention the jealous remark of a paper of another city that the magnificent Amicable building "looks like a toothpick in a pound cake." However, if this be true now, or not, the appearance will soon be changed when several large buildings now being built are finished.

All members felt that the proceedings were very badly reported in the daily press. The morning's report of the first day's proceedings was particularly inaccurate and injurious to the Nurserymen. Remarks made by Mr. Kirkpatrick to the effect that in some instances poor stock is used for fruit trees were attributed to Mr. Mayhew, and were so reported as to make him say that most of the Nurseryman's troubles come from the use of cheap, inferior stocks for budding and grafting, which was very far from what was actually said.

The Association unanimously voted to make all future fall meetings executive.

New Remedy for Infested Trees

Another instance of bad reporting, by a reporter actually present, was in the case of the paper read by Mr. Baker, wherein

he dealt with the borer as a pest of shade trees. He called attention to the fact that smooth trees were particularly immune, such as pecan, sycamore, catalpa, umbrella China, and Japan varnish. The reporter had Mr. Baker to say that he advised careful selection of right varieties and then to give trees a coating of Japan varnish to prevent borers.

Mr. Arbenz gave an interesting discussion of the orange industry in Texas. There are two orange belts in the state; first, the humid, along the northern and eastern coast, where the Satsuma on trifoliata stock is best; second, the semi-arid, along the south coast, where succeed standard round oranges, grapefruit, and lemons. In round oranges, this section can grow the pineapple, the standard of Florida, and the Navel, the standard of California. Mr. Arbenz said the Navel trees produced crops that were ninety per cent. commercial product. The only drawbacks to the industry are frost and lack of markets. The frost is no more to combat than in other orange-growing states, and for market there is the great Central West, which needs to be exploited. No section of the United States can grow better grapefruit than South Texas.

W. D. Griffing was not present, but Mr. Martin of his firm made a few remarks on "Propagating Pecans in the Nursery."

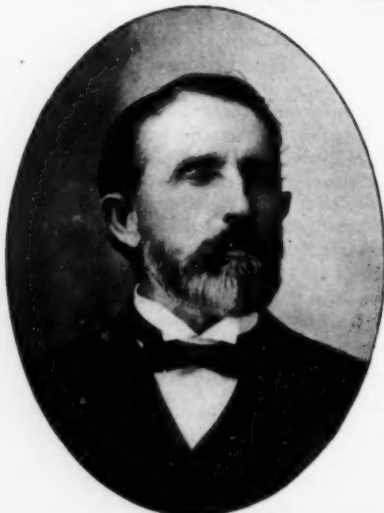
Thomas Wolf mentioned that, whereas a few years ago he could not sell his flowers at 50c a bouquet, he now has trouble to get enough flowers to make up his \$1.00 bouquets. He advocated a yearly flower show, in which the florists and nurserymen of the state should combine.

Shade Tree Situation

J. B. Baker's paper on "The Shade Tree Situation" was one of the best ever heard.

Continued on Page 107

Men of the Hour—"American Fruits" Series



JOHN S. KERR, Sherman, Tex.
 President Texas Nurserymen's Association



WILL B. MUNSON, Denison, Tex.
 Vice-President Texas Nurserymen's Ass'n



J. M. RAMSEY, Austin, Tex.
 Secretary Texas Nurserymen's Association

Texas Nurserymen's Association Convention

Continued from 106
The shade trees have been "hard up against it" of late years, with bad drouths, followed by increased ravages of scale and borers, and more recently quack tree-surgeons. Discussion following showed unanimous opinion to encourage intelligent tree surgery.

J. R. Mayhew discussed ably the present supply of fruit trees. Statistics show approximately the same number of peach trees this year as last in United States, but Texas probably has more. Grades will run smaller than usual. Demand for peach stock is excellent, and seems to be increasing for smaller grade of trees in all fruits. Plum and apricot are scarce. Demand for cherry more promising. General opinion is that apple are more plentiful. Supply of pear small, and demand strong. Growing demand for ornamentals. High prices for fruit past year a great help to trade. Season ahead most promising in years.

Blocks of Texas trees are the best in the world.

Mr. Kirkpatrick urged necessity of using best stocks for propagating purposes. Tendencies to disease come through seeds, cuttings, etc. The rule of "Poor peach, poor pay" holds good in case of "Poor peach, poor pay." A nurseryman is not a good citizen if he grows a poor or weak tree.

Best Way to Get Good Stocks

A full discussion followed this address, bringing out the point that the best way to get stocks adapted to certain conditions is to go to the best authorities, or men of experience, and to go to like localities as to soil, climate, etc. Case in point is that of the French government seeking in the United States stocks to combat the phylloxera. Such a stock was supplied by the late T. V. Munson, after diligent search.

E. Farley read a short paper on "Right Prices for Greenhouse Products." Mr. Farley took the position that sometimes it was necessary for florists to sell flowers at less than cost of production, in order to get anything for them. Discussion on this point seemed to show that the general opinion was that it was better to maintain living prices, and in case of surplus to give flowers away to customers, friends, hospitals, etc., rather than to demoralize prices for a time.

Following the subject, "Right Prices for Nursery Stock," which was side-stepped by the speaker selected, discussion came up as

to so-called pedigreed stock. The point was made by Mr. Bernardin, Mr. Baker, Mr. Kerr, and others that animal life or vegetable life is improved by selection, but this comes through seed, affected by fertilization. Scions are not thus affected. Fine fruit comes as a result of environment, and a tree that might be doing well on one location would do poorly on another. Therefore, scions from trees that are called pedigreed will not produce good fruit on locations not adapted to such, and vice versa.

The first matter of the evening session was the reading of a telegram of greeting from John Watson, of Newark, N. Y. Mr. Watson is a native of Texas, and many expressions of high regard for him were made. One was, "A fine fellow all right, and he never forgets Texas."

A Satisfactory Spray

Sam H. Dixon, state inspector of nurseries and orchards, gave a fine address on the work of the Department of Agriculture. Perhaps the main fact he brought out was the perfection by the department in the past year or more of a spray that has proven far superior to all others ever tried for the eradication of insects and scale. This is to be called the Texas Wonder Spray, and will be manufactured by the Department of Agriculture for sale at actual cost. Many states have already used this, and found it as claimed.

Mr. Kerr aroused much interest in three events, the State Fair, Dallas, October; the National Nutgrowers Meeting, Houston, November; and the National Corn Show, Dallas, February. No doubt worthy exhibits will be made at all these.

Motion by Mr. Mayhew was carried that the Nurserymen assess themselves \$100 to defray expenses of an exhibit at the Nutgrowers Association meeting in Houston.

Subscription list was opened, and \$140.50 was quickly subscribed. It was then agreed to try to raise \$200. Committee of E. W. Kirkpatrick, M. Falkner, J. R. Mayhew, and J. M. Ramsey appointed to make rules for exhibits, and arrange for them. Prizes will be announced later.

Mr. Bernardin discussed "The Movement for a National Inspection Law," and explained steps so far taken to this end. His idea and that of most of others present was that a national law with government enforcement is not desirable, but that a prac-

tically uniform law adopted by the different states with state enforcement is not only desirable but necessary, whereby every state can recognize the inspection of every other state with a similar law.

American Association Membership

Mr. Munson cited the fact that all Nurserymen enjoy the benefits largely of the work of different Associations, which are supported by the few. He urged increase of membership for Texas by the work of different members in their counties. He also spoke for the American Association, of which he is the Texas Vice-President.

J. R. Mayhew gave a report of the recent meeting of the Southern Association, of which he was elected president.

After the report of the auditing and resolutions committees, the following officers were elected for the ensuing year:

President, J. S. Kerr, Sherman.

Vice-President, Will B. Munson, Denison.

Secretary-Treasurer, J. M. Ramsey, Austin.

Report of Resolution Committee

The following resolutions were adopted:

"Whereas, The Texas Nurserymen's Association, at their convention in Waco, September 23 and 24 have been shown many courtesies; be it

"Resolved, That we extend our thanks to the Waco Business Men's Club for the use of their rooms, and for other courtesies, to the Press of Waco; to the Amicable Life Insurance company for their invitation to visit the roof of their building; to the local Nurserymen, Florists, park commissioner, and other citizens of Waco, for their many attentions and courtesies. We esteem it a great pleasure and privilege to meet again in Waco.

"Whereas, The trees and plants of our state are becoming a very valuable asset, and as such it is very apparent that better provision should be made for their preservation, and

"Whereas, The need exists to furnish expert advice and better information to owners of trees and plants in the home yards, streets, cemeteries, parks, etc., as to the planting, culture, care, pruning, and combating insects and diseases of such trees and plants, therefore be it

"Resolved, That the Texas Nurserymen's Association in convention assembled recommend to municipalities, cities, and districts that they employ tree wardens to take

Continued on Page 108

WOOD TREE LABELS

Iron or Copper wired, Printed, Painted or Plain. We furnish the standard size of printed tree labels

PRINTED ON BOTH SIDES

at no extra cost. Nursery Row Markers, Pointed Labels and Green Tapering Plant Supports

PAPER SHIPPING TAGS

Tags for Every Purpose. General Printing. Our capacity is such that we guarantee prompt shipments.

Write for samples and prices giving estimate of number wanted

ALLEN-BAILEY TAG CO., Inc.

CALEDONIA, N. Y.

PHOTOGRAPHS OF NURSERIES

"American Fruits" has long made a specialty of photo-engravings of Nurseries. Its files show hundreds of these. There is room for more. Send photographs or cuts to the Editor, Ellwanger & Barry building, Rochester, N. Y.

San Jose Scale Shot By A Tiny Parasite

AT THE recent summer meeting of the Pennsylvania State Horticultural Society, State Zoologist H. A. Surface announced that he had discovered and was propagating and disseminating a parasite of the San Jose scale, which is effectively and entirely cleaning up the pest through out entire counties in Pennsylvania. For some time he and his orchard inspectors have been working on this subject and it was not until he was certain of every important detail that the announcement was made.

Beats All Spray Washes

This effective parasite of the scale, which has done more than all the combined spray washes could accomplish, is a very minute, wasp like insect, so small as scarcely to be seen by the unaided eye. It is in fact not as large as the comma used in ordinary newspaper print, and being light amber in color is not readily seen, even by those who are looking closely for it; but with a microscope one can observe that the old scales of the San Jose scale are perforated, or full of holes, through which the parasite escaped after having destroyed the host.

It is an internal parasite, feeding as a larva inside of the soft body of the San Jose scale. This, of course, kills the scale, and the parasite remains beneath the shell and transforms to a chrysalid or pupa, and later changes to a four-winged, wasp like insect belonging to the entomological order known as hymenoptera. It then gnaws its way through the shell, coming out near the top, leaving the holes which show plainly that it is present and engaged in the very commendable work of cleaning up the worst fruit pest that America has ever known.

Nurseries Directly Benefited

Although this parasite is so small as scarcely to be seen by the unaided eye, it is so numerous and so effective that it has entirely cleaned up the southeastern portion of Pennsylvania, and entire orchards that were badly infested a year or two ago are now clean, while nurseries that had so much scale that they could not obtain a state license for selling trees a year ago, are now so clean, from the results of this parasite, that no live scale whatever can be found in them, and they are consequently authorized to sell and ship their trees without fumigation.

Even neglected or seedling trees growing in isolated places may show considerable San Jose scale on the growth of last year and previous years, and have absolutely

none alive on the new growth of twig or fruit formed this year. This has been observed carefully, not only by Prof. Surface, but also by the inspectors, such as Mr. Pierce of York and Adams counties; Mr. Bowers of Lancaster and Adams counties; Mr. Windle of Chester county; Prof. Grim of Berks county and others.

Parasitized Scales Photographed

Prof. Surface has taken advantage of the opportunity to gather specimens of parasitized scales from different parts of the state and keep them in small cages to rear the parasites, of which he has obtained



PROF. H. A. SURFACE, Harrisburg, Pa.
State Entomologist of Pennsylvania

specimens for study and reference, and which he has photographed together with the scales perforated by them. Prof. J. S. Grim of the Kutztown State Normal School, who, during the summer, was a member of the inspecting force, has also reared and photographed them.

Specimens have been sent to different orchards infested with the scale and liberated there, to continue the work of scale extermination. This practical work of disseminating the parasites is something of tremendous importance and has resulted in requests for specimens from various parts of Pennsylvania, as well as from several other states in the Union. It has been announced as "The most remarkable horticultural work of the year, if not of the entire decade."

New York State Fruit Crop

CALVIN J. HUSON,
Commissioner of Agriculture

The crop reports recently received by the New York State Department of Agriculture have been aggregated for the entire state and show the following percentages based upon last year's crop as 100:

Apples, fall, 44%; apples, winter, 37%; apples, Baldwins, 32%; apples, Greenings, 41%; pears, Bartletts, 96%; pears, Keiffers, 78%; pears, other varieties, 86%; plums, 64%; peaches, 118%; quinces, 64% grapes, 52%.

In looking over these reports it has been found that the six large apple producing counties of Western New York (Genesee, Orleans, Monroe, Niagara, Wayne and Ontario) report 57% fall apples, 40% winter apples, 28% Baldwins and 70% greenings compared to last year's crop.

The apple producing counties of the Hudson valley report 55% of last year's crop of fall apples, 60% of winter apples, 63% Baldwins and 66% Greenings.

With reference to pears, the whole state reports a yield of 96% Bartletts, with the principal surplus pear producing counties reporting a yield of 133% or one-third greater than last year.

These same counties give the yield of Kieffer pears at 99% or practically the same as last year.

Relative to peaches, the four largest peach producing counties of Western New York, comprising the lake peach belt, give 85% of last year's—last year's crop being the largest ever grown.

The Hudson valley counties that grow peaches give a percentage of at least double that of last year. The Hudson valley has a full crop this season.

Texas Nurserymen

Continued from Page 107

charge of and look after the welfare of such trees, shrubs, and plants, and be it further

"Resolved, That in furtherance of this idea we respectfully recommend to the state legislature that it enact such laws as will properly empower the municipalities to employ such tree wardens, and define their duties, powers, and authority, and also provide that none but competent men with thorough knowledge of plant physiology be employed."

Will B. Munson, chairman; J. S. Kerr, J. F. Sneed, Committee.

TRY HATHAWAY FIRST

30 LEADING VARIETIES BLACKBERRY AND RASPBERRY PLANTS—FINEST STOCK I EVER RAISED

There's none finer anywhere. This and the fact that my prices are attractive and service prompt should appeal to the good judgment of my fellow Nurserymen everywhere, who want something a little nicer than the other fellow has. I solicit the wholesale trade. I have an unusually liberal quantity of **Golden Queen, Herbert, St. Regis, Columbian, Haymaker** and a dozen others in Red and Black Raspberry, also a splendid lot of **Eldorado, Ea. King, Ea. Harvest, Mercereau Blackberry, Lucretia and Austin Dewberry** and 100,000 **Blowers Blackberry**, also a **Million Strawberry** and then some.—Write.

Wick Hathaway's Berry Plant Nursery, Dept. 5, Madison, O.

THE MOST EXTENSIVE EXCLUSIVE BERRY PLANT NURSERY IN OHIO

Pecan Show at Houston and Dallas

E. W. KIRKPATRICK, McKinney, Tex.

The Texas nurserymen, while in session at Waco, Texas, on September 24, 1913, appropriated \$200 to be used in securing pecans and paying premiums to the growers of the most valuable varieties of pecans grown in Texas, Oklahoma and Arkansas, and exhibited at the National Nut Growers Association when in session on November 5 to 7 at Rice Hotel, Houston, Texas.

Appeal is hereby made to people of each of these states, especially to owners of pecan trees, to aid us in making the best possible display of nuts. We wish to receive, by purchase or donation, one or more pounds of finest known pecans and other nuts.

A list of liberal premiums will be paid to growers who supply us nuts, by sale or otherwise, of finest varieties.

For the encouragement of growing and propagating nut trees, we wish to locate the most valuable nut trees in these three states. Premiums will be paid on first and second best variety, first and second best display of valuable varieties, and most valuable crop from any single tree.

Those competing for most valuable crop from a single tree, will be required to furnish satisfactory evidence of good faith and also sample of nuts from the tree.

Each variety of nuts exhibited should be accompanied by a history of the tree, giving location, name and address of owner, approximate size and age of tree, and such other facts necessary to locate and identify tree.

The standard of judging pecans will be an ideal commercial nut, weighing fewer than 70 nuts to the pound, thin shell, easily removed, cleaning more than 55% meat of rich, pleasing flavor, attractive shape and color and from a prolific and regular bearing tree.

Horticulturists, merchants, commercial clubs, real estate men and all interested parties in each country are requested to offer nut growers inducements to join us in this work of improving and extending nut growing.

The most alarming crisis impending before this country is the perilous short food supply caused by an increasing population and by a decreasing fertility of the soil from which the food supply is drawn. The only method we have by which we can avert this critical emergency is that of making heavier drafts upon the soil. Our annual method of drawing upon the soil has been confined to a few inches on the surface, through the agency of annual plants, short rooted and short lived plants. We now realize the fact that this thin layer of soil is losing its fertility which must be augmented in some way.

The easiest and most efficacious method of increasing the yield of the soil is found in the planting of deep-rooted, deep-feeding plants such as fruit and nut trees—trees that send their roots down many feet below the surface where they feed upon rich elements far below the reach of annual plants such as grass and grain.

Personal

Edward Ernst, Moscow, O., has removed his nursery business to Easton, O.

J. W. Jeffrey, formerly state horticultural commissioner of California, is encouraging the fruit men of that state to organize. Since having office he has organized twenty-three fruit growers' associations.

Sam H. Dixon of Houston, Texas, has been appointed chairman of the committee of awards for the National Nut Growers' Association, which meets in Houston, November 5, 6, 7.

Professor S. A. Beach, head of the department of horticulture of the University of Iowa, author of many fruit books, including "The Apples of New York," and one of the best known orchard experts in the country, was astonished at the size and quality of Utah peach orchards when shown through some of the fruit country recently by J. Edward Taylor, state horticultural commissioner. Mr. Taylor said that Professor Beach opened his eyes when shown orchards near Brigham City. The fruit expert stopped in Salt Lake on his way to the western coast. He made frequent stops along the route and visited Logan. He went to Boise and then to the northern coast and down through California.

C. H. Chandler of Cedar Rapids, has bought 225 acres at Oskaloosa, Ia., and will convert it into a nursery under the direction of J. A. Baird.

California Planting Season

The orchard planting season in California covers the months of December, January and February. In case of necessity it may be extended into March, but work along this line should be finished by the middle of February. This is the rainy season, and at this time the soil is in good condition for working and the trees are dormant. This, of course, applies to deciduous trees only. Citrus trees, being evergreen, can be transplanted at any season, when their growth has hardened and they are resting. In fact, the favorite time for setting out citrus trees is in July, the hottest and driest season of the year; but they have to be removed with a large ball of earth around the roots, and be well watered after planting. Their new growth starts immediately.

An urgent appeal to the apple growers of the Boise valley and western Idaho to stand with the North Pacific distributors in disposing of this year's crop is made by Hugh E. McElroy, secretary of the Boise district of the Fruitgrowers' Association, in which the declaration is made that the independent growers who refuse to join with the distributors are the industry's greatest enemies.

George W. Jones, of the Valdesian Nurseries, Bostic, N. C., reports a good season and stock looking fine.

"American Fruits" Year Book and Directory Of Nurserymen

Nurserymen of the United States, Canada and Europe are listed with their addresses in the "AMERICAN FRUITS" YEAR BOOK AND DIRECTORY.

Also the shipping laws regulating transportation of Nursery Stock in the Union and in Canada, with the name of the State Official in charge. Statistical matter concerning the Nursery Business and Directories of Nursery and Horticultural Organizations, national, district and state.

Alphabetically arranged, profusely illustrated and indexed for ready reference.

The only exclusive Nursery Directory in the world.

PRICE \$1.00

American Fruits Publishing Co.

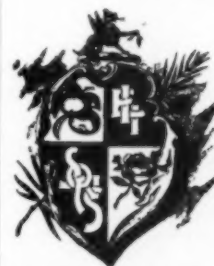
123 Ellwanger & Barry Building

Rochester, N. Y., U. S. A.

Do not let the accounts owing you remain longer unpaid. Send them to us at once. We are prompt, energetic, and reasonable, and can reach any point in the United States and Canada.

NATIONAL FLORISTS' BOARD OF TRADE,
56 Pine St., N. Y.

The Monroe Nursery I. E. Ilgenfritz' Sons Co. MONROE, MICH.



Over
Sixty Years
in the
Business

Offer a
General
Line of

CHOICE NURSERY STOCK

Cherry and Std. Pear

of extra quality. If you are in the market for superior trees write us for prices.

I. E. ILGENFRITZ' SONS CO.
MONROE, MICH.

Manufacturers of the Celebrated Ilgenfritz
Graft and Stock Planter
and Firmer.

Special Reports on the Season's Trade

Improvement Over Last Spring

Charles City, Iowa—E. M. Sherman, president Sherman Nursery Co.: "We find our trade for fall delivery will be about the same as for last season, with an outlook of some improvement over last season's trade for spring delivery."

Usual Run of Business

Nursery, Mo.—H. J. Weber & Sons Nursery Co.: "We are having our usual run of business, but as to anything especially stirring, will say that we are not experiencing this condition. We, however, believe the conditions will improve. We have had a very dry season, the driest in the history of this entire section, having about two inches of rain between April 15 and September 1, and in consequence there is a lighter quantity of heavy grade stock than usual. Young transplanted stock suffered more than the older plantings which, with good cultivation, we have been able to maintain in growing conditions throughout the drouth. We have a good surplus in soft maple, Carolina and Lombardy poplar, in all the grades; Scotch, Austrian and dwarf mountain pine; Norway spruce; and willows in both the upright and weeping form. We also have a fine field of two year asparagus plants, and a good line of ornamental shrubbery."

"Business in general is of a mixed nature, and there does not seem to be a special run on any one class of stock; however, we believe with a seasonable winter and the steadying down of trade conditions, there should be a good demand for nursery stock for late fall and next spring."

Conditions In Tennessee

Winchester, Tenn.—E. W. Chattin, secretary and treasurer Southern Nursery Co.: "Southern nurserymen have had it very dry this season. Retail sales are above the average with us. Stock of all kinds looks well, although not as much of it will run to the

Nursery Foreman Wanted

A steady, industrious man, acquainted with all branches of nursery work and competent to take charge of packing yard and storage buildings.

Give references and state wages wanted.

THE BARNES BROTHERS' NURSERY CO.
YALEVILLE, CONN.

Effective Advertising

To be most effective, advertising should have the willing attention of a reader. It should not be forced or masked as is often the case with circulars.

Readers of "American Fruits" expect it to contain both reading matter and advertisements. Both pertain directly to their business. The advertisements in "American Fruits" are read as an index to the varieties of stock on the market and as an indication where wants may be supplied.

Advertising is of such interest today that it does not need to be disguised.

larger grade as usual. We have a fair supply of apple, peach and cherry trees. Plum and pear trees will be short.

"We commenced shipping September 25, getting stock out right along in fine condition. Think the prospect for a clean-up of most all kinds of stock is good."

Apple Demand Develops

Greenbrier, Tenn.—R. R. Harris, Greenbrier Nursery Co.: "Our sales are very satisfactory, and a good strong demand for most lines. We think peaches will be at a premium for spring planting, and we are much pleased with the strong demand for apples that has developed in the last few weeks. We have over 400,000 apples in one and two years and it looks as though we would clean up."

"We find there will be a strong demand for spring planting."

"We have had it very dry here since July 16, but constant cultivation brought our stock to marketable size."

Peonies and Iris in Demand

Sarcxie, Mo.—Wild Bros. Nursery Co.: "It is a little too early for us to have any line on the fall business in a general way. The sales of peonies and iris, both wholesale and retail, have been much ahead of last season."

Outlook from Geneva, N. Y.

Geneva, N. Y.—W. & T. Smith Co., The Geneva Nursery: "It is impossible to tell what our sales this season will be until we get through and receive the figures. We are certainly as busy as we could possibly be, and indications are that we will have a ready sale for what stock we have to offer."

"Of course, apple and peach are more plentiful than they have been for several seasons, but we are inclined to think that after the spring sale is over, nurserymen will find that first class apple will be well cleaned up, and first grade peach will be scarce. The dry season has affected the growth of peaches in many places, so that the blocks will run largely to smaller grades."

Look for Good Clean-up In Spring

Shenandoah, Iowa—The Shenandoah Nurseries, D. S. Lake, president: "At the commencement of our fall shipping season it did not look as though we were going to have much business, but orders have continued to come, and we have had about all of the business that we could handle, and will have for the next two weeks."

It is unfortunate that buyers will put off ordering their stock so late, and then want the nurserymen to get it off on the first train. With a great deal of rainy weather, and long lists of assorted stock, it is difficult to make shipments on time.

"We have noticed the trade with us has been far better than we expected on first class apples, and I would not be surprised

if this grade would all be used up in the spring—for in many sections where drouth has prevailed, the apples will make only a small per cent. of first class trees."

"While we had a severe drouth during the summer, our nursery stock, in general has done remarkably well. Apples, cherries, pears, plums, etc., have made better than an average growth. We are also getting a good trade on fruit tree stocks for winter shipment, and I am inclined to believe that all nursery stock will clean up better the coming spring than it did last year."

"After forty-four years of successful business, we have finally incorporated, and have taken in my two sons; but no stock will go outside of the family, and the business will go on just the same as heretofore."

Increasing Nursery Demand

Biglerville, Pa.—With an unusually fine crop of apples about to be harvested in this district, Adams county fruit growers face the pleasing prospect of \$3.50 a barrel "on the ground" for their fine fruit this season. Previous top-notch prices received here for the general run of apples is \$2.75.

The orange-growers of California have for years been spending money in an almost absurdly liberal way in the exploitation of their fruit, tempting the fruit consumer in every imaginable way, and they have had their reward. Now they are marketing something like 40,000 cars of oranges a year, and at generally good prices, whereas ten years ago 15,000 cars was about their limit. They have actually placed oranges within the reach of everybody in the country, with the result that oranges, once a luxury, now are a more or less staple commodity. It might be the same with apples.

SUGAR AND SILVER MAPLES

Fine stock of all sizes up to 3 inches caliper.

W. B. COLE,

Painesville, O.

ARE YOU INTERESTED

In choice young ornamental Nursery Stock for transplanting lining out, or mail orders? If you are, get next to our Trade List of genuine bargains, in Oriental Planes, Nut Seedlings, Oaks, Ash, Catalpa Speciosa, Honey and Black Locust, in large quantities, besides hundreds of other varieties, both deciduous and evergreen. Peach Trees, Dahlia Bulbs, etc., etc.

ATLANTIC NURSERY CO., Inc.
BERLIN, MARYLAND

WANTED—Tree Seeds of all kinds

500,000 One-Year-Old
APPLE TREES

Just the kind you want to buy, sell or give away. The kind that make customers come back and stay.

Price: Right They're Right You Write

WILLS VALLEY NURSERY CO., Inc.
WAYCROSS, GA. FORT PAYNE, ALA.

PEACH TREES! PEACH TREES! ONE YEAR APPLE WHIPS!

One-year and June Buds

SPLENDID stock sold at live and let-live prices. Our facilities for growing stock are such that we cannot be undersold. Very low prices in car lots.

TENNESSEE NURSERY COMPANY

32nd Street, No. 2 Fillauer Bldg.

CLEVELAND, TENN.

California Association President's Address

F. H. Wilson, Prest. Fresno Nursery Co., at Fresno Convention of Nurserymen

TO SAY that it affords me a pleasure to welcome you to the metropolis of the San Joaquin Valley is giving but a faint idea of the feeling of fellowship which your presence with us today inspires, not only by our resident members, but by kindred organizations—the Fresno County Board of Supervisors, our City Government, the Chamber of Commerce and Merchants Association,—all of whom extended warm invitations at our meeting in Oakland a year ago, to meet in Fresno in 1913. Indeed, that invitation extends beyond the limits of Fresno and embraces all the horticultural districts of which this city is the central distributing point.

I am especially pleased with an attendance in which the growers and horticultural authorities are almost as pronounced a feature as the nurserymen,—not to mention the seedsmen and florists, whose seeds and flowers make beautiful even the barren and waste places of our county.

I am delighted to see delegates here from Oregon, Utah, Arizona and Washington, which bespeaks an interest and goodfellowship and a united effort to better conditions in our business.

Our Association

Though but in the third year of our existence, we have made some progress. Taking inception at San Jose, with thirteen members, we developed to about forty in 1911, to sixty-seven in 1912 and at this meeting the secretary informs me we have passed the one hundred mark. This is encouraging, but not the limit of our ambition. I hope to see this organization two hundred strong in 1915. It is not my purpose, however, to dwell on the detail work of the organization, as that topic is covered fully by our secretary-treasurer.

The Law

Most of you are familiar with the horticultural legislation that commanded our attention at the last session of the California legislature. With a number of our members, I made several visits to the capitol in an endeavor to shape bills that had been introduced, so that their operation would jeopardize no phase or division of our horticultural industries. These measures were more or less abortive, and most of them, which affected our particular line of industry, were allowed to die on the files. This fact, however, was indelibly impressed on my mind, i. e.: If we ever attain legislation which will prove protective to all interests, there must be co-operation of the authorities, the fruitgrowers and the nurserymen in framing a bill which will meet the requirements and stand the tests of the courts, and upon which there will be a unity of action all along the line. Such a bill should be prepared in advance and placed before the assembly and senate by representatives pledged to its support. I fully believe such a measure can be successfully carried through at the next session of our legislature. Since we have a committee on legislation, I believe this matter will be attended to.

I also recommend that this Association lend its support to the movement inaugurated at Portland by the joint convention of American and Pacific Coast Associations for uniform horticultural laws in all the states.

New Tariff Regulation

Perhaps no one thing that has happened during the past year has a greater significance to our horticultural and agricultural resources and development than the passage of a new Federal tariff law, under which all soil productions in California have either been placed on the "free list," or the duty was materially reduced. I believe, however, that with California enterprise and energy, we will soon adjust ourselves to these new conditions. I feel that acknowledgment should be made for the gallant fight made by our representatives and committees at Washington to maintain a protective tariff on our productions.

New Viticultural Commission

At the last session, the legislature passed a measure giving to the state a viticultural commission, whose duties, as I understand it, is to foster, promote and develop the viticultural interests of the state. Our constitution and by-laws provide for the appointment, by the president, of several standing committees, all of which have to do with important divisions of horticulture. It seems to me advisable, at this time, to add to this list a standing committee on viticulture, which could co-operate with the newly appointed viticultural commission and take up such phases of the work as apply to the growing and perhaps marketing end of the grape industry. Surely the raisin, table and wine grape are all worthy of our best efforts, in each of which there is a wide field of investigation and improvement.

Exposition of 1915

As is well known, California in 1915 hopes to show the world something out of the ordinary at the Panama-Pacific Exposition in San Francisco and also at the Panama-California Exposition in San Diego. At both functions the nursery, seeds and florist trade should be a strong factor. This Association should be in evidence at both functions. As to when, where and how, I leave that for your consideration. The matter is fraught with much work, some expenditure and effort in the way of securing the proper stock that will compete with the best the world can produce. We are singularly fortunate in having with us representatives of both expositions, who will explain the situation more fully and I sincerely hope that, out of the discussion, a working plan will be evolved that will insure the undertaking.

Agricultural Credit

With the increase of our rural industries, there has, of late years, developed a growing demand for a workable system of agricultural credits, due to the awakening of the public conscience and in the development of the state, the cities have progressed at the expense of the country. Hence there is a growing conviction that agriculture has not received the attention in the way of liberal financial credits and assistance that its importance warrants. It is a big question which merits the attention of all who have the welfare of rural California at heart. This afternoon we shall have it presented by two distinguished authorities who have only just returned from a tour of study and observation of the subject under European conditions. I refer to Professor E. J. Wickson and Col. Harry Wein-

stock, for whom I bespeak a full house and studious attention.

Benefits of the Association

During the past year the thought has often come to me that this association should touch more closely the practical and commercial phases of the nursery and related industries. Ends should be attained and objects accomplished which possess a material value not only to the organization but to each individual member. To attend conventions costs money as well as valuable time. For this expenditure there should be some tangible remuneration.

Let us avoid the criticism that we are merely an organization of officers and committees, possessing a constitution and by-laws, that issues a report of its annual meeting and then hibernates for a year, or until another convention calls it together. We should serve a practical,—a moneyed end, if you please, as well as educational and social consideration. We should build up the nursery business along conservative, staple and safe lines, so that each and all of us will be benefited in a financial way by reason of this organization. Money conditions and practices in the trade are subject to betterment, alike in the growing of our products, methods of handling and salesmanship. I will, with your consent, appoint a welfare committee to take up this important phase of our work,—each body to report its findings before we adjourn.

Closing

There are many other topics of vital interest I might touch upon, but for the most part these are well covered by our standing committees, all of whom will present their reports later.

In conclusion, I want to repeat what I said in the beginning, namely: That it is the hope and the wish of the people of Fresno that the third annual convention of nurserymen will, when they return to their homes, have only pleasant recollections of time and effort well spent; that all of you will have made new friends and endeared more closely the old, and finally, as a result of this convention, our business relations will be pleasanter and our progress more rapid. Such a result is not only to be devoutly wished for, but is one worth working for.

Nurserymen are going into the Tulare, California, orange belt in search of buds, and are having difficulty in finding them in sufficient numbers. The reason for this is that the trees are so laden with fruit, the orange taking the places of the buds. H. C. Hansen, who has a nursery a mile and a half west of Terra Bella, in relating his experience in search of buds for his use, stated that he visited a number of groves in the Plano district, and was unsuccessful.

The fourth annual meeting of the Florists' and Nurserymen's Association of Montana was held in Helena September 25, with a large attendance of members from all over the state. The following were elected, M. Kranz, Great Falls, president; J. P. Ring, Helena, vice-president; E. A. Calmettes, Helena, secretary-treasurer.

AMERICAN FRUITS

An International Journal of
NURSERIES, ARBORICULTURE
COMMERCIAL HORTICULTURE

PUBLISHED BY
AMERICAN FRUITS PUB'G CO.
INCORPORATED

123-125 Ellwanger & Barry Bldg.
Rochester, N. Y.

Phones: - Main 1602; Main 2802
Phones: - Stone 82; Main 82
RALPH T. OLCOTT, Pres. and Treas.

Chicago Office—815 Advertising Buildings
New York Office—1178 Fifth Ave. Building

Chief International Publication of the Kind

SUBSCRIPTION RATES			
One year, in advance	-	-	\$1.50
To Foreign Countries, and Canada	-	-	2.00
Single Copies	-	-	.15

Advertisements should reach this office by the 15th of the month previous to date of publication.

Drafts on New York, or postal orders, instead of checks, are requested.

ROCHESTER, N. Y., Nov. 1913

According to Edward N. Loomis, president of the International Apple Shippers' Association, there are one hundred apples in sight for every man, woman and child in the United States, and of better size and quality than usual.

An insect, more than half an inch long and having strong teeth, has been found in various sections of Bibb county, Georgia, and is reported to have been found farther south than Macon, which is ravaging the pecan trees. It is feared that if the insect multiplies to any great extent it will mean a deadly blow to the pecan industry of central and south Georgia.

The olive industry of California will develop within a few years into one of the largest and most profitable horticultural investments in the state, it is declared by those who have followed the trend of supply and demand and are conversant with the rapidly increasing popularity of the pickled ripe olive as a food product in all sections of the United States.

About the only way out of it seems to be to recognize two "National Apple Days." Eastern states observed the third Tuesday of last month, October 21. Western states are inclined to observe November 18, the date of the National Apple Show in the Northwest. Well, the apple subject is a big one and perhaps one national day in its honor is not enough. The more the merrier. Only celebrate.

Plans for a mammoth exhibit of Texas pecans at the National Nut Growers' Association, November 5 to 7, at Houston, Texas, are being made by E. J. Kyle, dean of the school of agriculture at the Texas A. and M. College and secretary-treasurer of the Texas Horticultural Society. In behalf of the Texas Horticultural Society Mr. Kyle has launched a campaign to interest every Texas pecan grower in this exhibit, which will include every variety of the pecan that is grown in Texas.

A. A. N. Membership

Some of the state vice-presidents of the American Association of Nurserymen have already had substantial returns from their efforts to secure new members for the Association in response to President Pilkington's appeal.

We shall be glad to record progress of the movement. Let the state vice-presidents send results as they secure them, for publication in *American Fruits*. It will serve as encouragement and incentive to the others.

The Uniform Law Movement

We have endeavored to impress upon all nurserymen the importance of the action taken at the Portland convention of the American Association of Nurserymen in the matter of uniform inspection laws. Many nurserymen do realize the significance of the movement. It is of the highest importance that all nurserymen understand that unless this matter is pushed steadily to a successful conclusion, the inroads steadily being made on the freedom with which the nursery business has always been transacted will amount to much more than a temporary inconvenience; they will prove to be a permanent handicap.

Something of the necessity for very decisive action on the part of the nurserymen of the entire country is indicated in a recent communication to the editor of *American Fruits* from George C. Roeding, Fresno, Cal., who is the father of the movement launched at Portland and destined, we hope, to place the nursery business on a basis which may successfully withstand attacks not meant to injure it primarily, but in reality having that effect.

"I appreciate the wide publicity that you have given this subject in your publication," writes Mr. Roeding, "and also the clear manner in which you have presented this matter to your readers. There are a good many of the nurserymen in the Middle West, who do not appreciate how much this problem, if solved, means to them. I fully understand that it is going to take possibly several years before anything is accomplished of a definite nature, but I am certain that when results are brought about, which I am quite sure will eventually be the case, the nurserymen will stand in a different light before the public from that in which they do today.

"In my recommendations for this law I had more than this one matter in mind. In themselves I know that uniform laws, as far as they possibly can be brought about, will mean much to the nursery interests of the United States, but there is a still broader significance to this matter and that is the fact that the nurserymen are taking the initiative to solve this question, which is a more serious menace to their business than to possibly any other horticultural interest at the present time. Still it is quite certain that other horticultural pursuits

will be similarly affected and if the nurserymen succeed in finding a way out of the dilemma, it is almost an absolute certainty that other horticultural interests will appeal to the nurserymen for assistance out of their troubles, thus giving them standing which will be of much value to them in their dealings with fruit growers."

The movement for uniform inspection laws and the assertion in a firm and dignified manner of the standing and the rights which a business of more than twenty million dollars should have before the public and before legislators is progressing. Launched at a joint convention of the largest two nursery organizations in the country, it has been endorsed promptly by the Southern, by the California, and also by the Texas Nurserymen's Association. Let every state and district association take similar action and make unity of sentiment on the subject unanimous at the earliest opportunity.

Nursery Stock Quarantine

The following notice is posted in Madera County, Cal.:

"On account of the distribution of the diseases known as "peach yellows", and "contagious peach rosette" in and throughout the United States, the State Horticultural Commission has placed a quarantine on the states of Massachusetts, Connecticut, Rhode Island, New York, New Jersey, Delaware, Maryland, Pennsylvania, West Virginia, Virginia, North Carolina, Tennessee, Kentucky, Ohio, Michigan, Illinois, Arkansas, Kansas, Nevada and Florida.

"Until further orders all state quarantine guardians are directed to refuse admittance into the state of California all peach, nectarine or apricot trees or cuttings, grafts, scions, buds or pits of such trees, or any trees budded or grafted upon peach stock or peach roots grown at or that have been in any district within the aforementioned area.

"George Marchbank,
County Horticultural Commissioner
and State Quarantine Guardian."

The California Fruit Growers' Association last month filed complaint with the Interstate Commerce Commission against fifty-six railroads, asking an investigation of their claim that these roads refused to furnish proper refrigeration facilities for handling of deciduous fruit.

A weekly review of trade conditions by the mercantile agencies as we go to press, reflects a better state of general business than does the stock market. This is particularly satisfactory in view of the prediction of contraction which was expected to follow the enactment of a new tariff law changing the basis on which business in many lines must be done. It is reported that industrial operations, aside from iron and steel, are expanding, and that decided improvement has appeared in some mercantile lines. Most of the leading trade centers report a larger volume of business being done than they did a year ago. Collections are fairly good and sentiment appears to be generally optimistic.

As Wenatchee, Washington, Sees It

A wall of apples 12 feet high and 8 feet wide extending almost the distance between Chicago and New York is the size of the American apple crop this season.

All these apples, says the Wenatchee, Wash., World, will be available for National apple day that will be celebrated in all the leading states of the country Tuesday, November 18. There will be about 100 apples for every man, woman and child in the country during the season, but it's a safe bet at this time that some will be compelled to go without their share for others will consume from three to four times the amount allotted them.

The American apple crop, if laid end to end, will reach a total distance of 316,445 miles, or double track about seven times around the world.

If all these apples were placed in barrels it would take perhaps 18,000,000 of these, or if packed in boxes the entire production would require 54,000,000 of these.

The railroads would have the time of their lives in moving this crop if it was offered for shipment on a single day. There would not be even a fractional proportion of the cars in the world to haul these in a single day because it would take 75,000 of them.

In cars the apple crop of the United States this season would reach a distance of over 852 miles. This does not include locomotives and cabooses, which must go with each train. As a rule American fruit trains haul perhaps 20 cars each, therefore the line of cars running on regular train schedule and operating with the usual amount would reach several times across the United States.

The entire crop of apples this year shows better quality than usual and the indications are that there will not be a sufficient amount to feed the public's wants, notwithstanding the huge quantity that has been grown.

Many of the leading states of the country have already declared for apple day. The governor of every state in the Union will be asked to set aside Tuesday, November 18, as "Apple Day" solely in the interest of health.

During the week that Apple day will be celebrated the National Apple Show will be held at Spokane, when the best product of the American hemisphere will be placed on public view. At the same time there will be a celebration at Washington, D. C., when the American Pomological Society, the Society for Horticultural Science, the Eastern Fruit Growers' Association and the Northern Nut Growers' Association will hold their meetings. Washington, D. C., will celebrate an entire week from November 17 to 22 as "Fruit Week."

Treatment of Imported Stock

Editor American Fruits:

Will you give space in your columns to the following subject, which should be of interest to all who import young plants and trees in the spring of the year for lining out:

Will someone of your expert nurserymen, who have had repeated years of experience, kindly state for the benefit of such of their brethren in the trade, as have less experience, how stock arriving in the spring of the year in more or less heated condition, as consequence of the longer confinement, should be treated in order to save the major part of it, instead of—as many do—lose the major part. When stock arrives in the cold winter time, partly frozen, it is mostly not injured when thawed out with care; should not the partly heated stock be slowly ventilated and unpacked to save the greater part, and not aired at once, or possibly planted out directly? Different varieties will require different treatment, which of course experience only teaches; but there should be a general broad rule to be followed out in the average cases. The foreign shipper is always blamed first; and in many instances the consignee has neglected proper handling on arrival of partly heated stock; which will occur with the spring deliveries, when the sap starts to move, and the confinement before reaching destination is often too long; more so yet, when the cheap offers of some forwarders are accepted, and slow ocean service used in consequence to get at low freights; but expensive in the end.

Importer.

Nursery Stock Refused

An interesting case is thus reported in a despatch from Perry, N. Y., under date of October 20:

"Litigation in which about 200 farmers of

Wyoming and Genesee counties are deeply interested was started today when notice was served on the defendants, non-resident nurserymen, ordering them not to deliver the stock which was sold in this section by their agents during the month of August.

"The agents of the company were successful in distributing about \$30,000 worth of catalpa trees among the farmers of the two counties to be grown for fence posts. After all the sales had been made, the Wyoming County Farm Bureau investigated the advisability of reforesting this section with catalpa trees and found, it is claimed, that they could not be raised profitably in this particular climate. The purchasers of the stock took legal advice and decided to cancel their orders, claiming fraudulent representations by the agents of the nursery company. Likewise all orders were canceled.

"The company disregarded this step on the part of the purchasers and sent the first carload of trees to Arcade on Saturday. The representatives of the company were met at the station by Assemblyman John Knight when notice was served on them restricting further delivery.

"The company persisted in making the delivery of the stock and also a collection under their contract. The farmers have retained attorneys in Attica, Arcade, Bliss, Warsaw and Perry and are preparing to make a test case in the matter. The affair has created much interest in this section. The farm bureau is gaining in popularity as it was through its efforts that the alleged fraud was detected. The investigation showed, it is said, that the catalpa tree was not adequate to the climate and would not mature according to the representations of the agents."

Just say you saw it in AMERICAN FRUITS.

Rhode Island Nursery Regulations

Editor American Fruits:

As it may interest your readers, especially nurserymen, to know of the matter, I am sending you a copy of our new Nursery Inspection Law which we think is fairly up-to-date, so far as present practice along this line seems to indicate.

With respect to the inspection of nursery stock, it places no unnecessary burdens, I think, on the nursery trade, since it simply requires evidence that the nurseryman who ships into Rhode Island shall be in good standing in his own state, as indicated by the certificate of inspection. If at any time, however, it should come to our knowledge that nurserymen are lax in their efforts to suppress insect pests in their nurseries, or that some one is taking advantage of the fact that they can apparently ship stock into this state without any surveillance from officials of this state, we have the power to inspect stock on its arrival and to have it condemned or returned to the consignor, if it should be found infested with any seriously injurious insects or plant diseases.

The old provision that nurserymen might fumigate their stock in lieu of receiving a certificate of inspection has been eliminated, since it only gave the careless nurseryman an opportunity to evade the intent of the law which was to prevent the distribution of plant diseases which are not checked by fumigation as well as such insects as the San Jose scale.

The new law also gives us an opportunity to begin a campaign of education for the orchardist similar to that which we have waged, under the old law, among our nurserymen.

A. E. Stene,
State Entomologist.

Kingston, R. I.

Missouri Nursery Permits

The Missouri law requires all nurserymen outside of Missouri to apply for nursery permits which are issued free of charge on receipt of duplicate copy of their inspection certificates, and affidavits properly filled out, the blanks for which are sent to them upon application. This entitles them to the nursery permits, and after receiving these permits, each of their agents selling stock in Missouri must secure an agent's permit, which is also issued free of charge.

STATE VICE-PRESIDENTS, A. A. N.

Alabama. Henry B. Chase, Chase
Arkansas. George Parker, Fayetteville
California. E. W. Weidmann, Chico
Colorado. J. A. Valentine, Denver
Connecticut. W. E. Campbell, New Haven
Florida. C. F. Barber, Macclenny
Georgia. L. A. Berckmans, Augusta
Illinois. Gay Bryant, Princeton
Indiana. W. C. Reed, Vincennes
Iowa. Earl D. Needham, Des Moines
Kansas. A. Willis, Ottawa
Kentucky. J. E. Hillenmeyer, Lexington
Maryland. Charles M. Peters, Salisbury
Massachusetts. W. H. Wyman, North Abington
Michigan. Thomas Igenfritz, Monroe
Minnesota. E. A. Smith, Lake City
Missouri. R. J. Bagby, New Haven
Mississippi. S. W. Crowell, Roseacres
Montana. W. E. McMurray, Hamilton
Nebraska. H. S. Harrison, York
New Hampshire. John C. Chase, Derry Village
New Jersey. C. H. Piener, Springfield
New Mexico. Wyatt Johnson, Roswell
New York. George C. Perkins, Newark
North Carolina. J. Van Lindley, Pomona
North Dakota. Oscar H. Will, Bismarck
Ohio. A. F. Bernard, Painesville
Oklahoma. J. A. Lopeman, Enid
Oregon. S. A. Miller, Milton
Pennsylvania. Thos. B. Meehan, Dresher
South Dakota. George H. Whiting, Yankton
Tennessee. J. C. Hale, Winchester
Texas. W. E. Munson, Denison
Utah. E. J. Harness, Roy
Virginia. F. D. Green, Farmville
Washington. F. A. Wiggings, Toppenish
Wisconsin. A. J. Edwards, Fort Atkinson

Mississippi Nurserymen In Annual Session

R. W. HARNED, Secretary-Treasurer, Agricultural College, Miss.

The third annual meeting of the Mississippi Nurserymen's Association was held at Agricultural College, Mississippi, on August 27 and 28. The meeting was called to order on August 27 at 9:30 a. m. by President J. R. Woodham. The minutes of the Gulfport meeting were read and upon motion by Mr. Bechtel, were unanimously adopted. President Woodham made a brief address relating chiefly to his experience in endeavoring to obtain an appropriation for nursery and orchard inspection and to the needs of this association.

The secretary-treasurer gave an itemized report of the financial condition of the association.

The committee appointed last year in Gulfport to draft a constitution made report. It was decided to consider each article in the constitution separately. After considerable discussion the association adopted the constitution proposed by the committee, with but few changes.

The following officers were elected to serve for 1914: President, Theo. Bechtel, Ocean Springs; Vice-President, S. W. Crowell, Roseacres; Secretary-Treasurer, R. W. Harned, Agricultural College. Members of the Executive Committee, J. E. Lewis, Eupora; J. R. Woodham, Newton.

During the open meetings of the association the following titles of interesting and instructive papers were read: "Propagation of Nursery Stock," by James Brodie, Biloxi; "Pecans," by Theo. Bechtel, Ocean Springs; "Roses," by S. W. Crowell, Roseacres.

The association had a long discussion of the laws of other states in regard to nursery

and orchard inspection and in regard to the needs in Mississippi. Some members thought we should ask our legislature to appropriate at least \$40,000 for this work, and although all agreed that such a sum could be spent so as to benefit the farmers of the state many times this amount, the majority of our members thought that it would be impossible to get a large appropriation at this time. It was urged that every nurseryman, horticulturist, and farmer of the state should take this matter up with the representatives and senators from the various counties at once, and on motion of Mr. Ball, S. W. Crowell was unanimously requested to be a committee of one to make a personal appeal to Governor Brewer in regard to this appropriation. After much discussion a resolution asking our legislature to appropriate \$500 for the next biennial period was unanimously adopted.

Mr. Bechtel moved "that the entomologist be requested to promulgate a regulation requiring outside nurseries to pay a fee of \$5 to sell or ship nursery stock into the state of Mississippi." Seconded by Mr. Ball and passed unanimously.

Mr. Crowell offered the following resolution that was unanimously adopted. "Whereas, it has been brought to the attention of the Mississippi Nurseryman's Association that certain nurseries are publishing the statement that they are recommended by the Mississippi A. & M. College. Therefore, be it resolved that we as an organization, disapprove of such a method of discrimination."

A letter was read from C. Forkert, of Ocean Springs, regretting his inability to attend the meeting. Mr. Bechtel was requested to carry a complimentary reply to this letter.

A statute creating an entomological commission and providing for the extermination of San Jose scale and other orchard pests (Kan. Gen. Stat. 1909, chap. 108, art. 43) is held in Balch v. Glenn (Kan.) 43 L. R.A. (N.S.) 1080, to be a valid exercise of the police power.

E. S. Russell, Wenatchee, Wash., regrets very much that he did not have 1,000 carloads of Gravenstein apples for market this year. The product of sixty-four trees of this variety in the Moses Coulee orchard belonging to Messrs. Russell, Pougue and Bousquet sold for \$1,159.

Squirrels collect much of the seed used for planting by the forest service.

Incorporations

Robb & Lanning, Velasco, Brazoria County, Texas; purpose, horticulture and agriculture; capital stock \$25,000. Incorporators, Norman K. Robb, E. E. White, J. I. Lanning.

Articles of incorporation have been filed in Salt Lake City by the Orchard Community Packing association. The incorporators are all leading fruit growers of the sand ridge district, southwest of Ogden, Utah. The capital stock is \$10,000.

International Nurseries, New York City, \$25,000, 203 W. 140th St. William E. Maynard and others.

The Omaha Meneray Nursery Co. has been incorporated at Omaha with a capital stock of \$25,000. The incorporators are G. H. Keyes, R. C. Meneray, Sr., F. W. Meneray and A. O. Meneray.

The Tallahassee Pecan Company, Wilmington, Del. Capital stock, \$50,000. To plant, grow and cultivate and deal in orchards, groves, etc., of all kinds of nuts and citrus fruits. Incorporators, Charles B. Bishop, Clarence J. Jacobs, Harry W. Davis, all of Wilmington, Del.

The Shenandoah Nurseries, Shenandoah, Ia.; \$200,000, D. S. Lake president; A. F. Lake, vice-president; R. S. Lake, secretary-treasurer. Only the property directly concerned with the nursery business is included in the new concern, and one striking feature is that while the capital stock is only \$200,000, the actual value of the assets turned over to the corporation is approximately \$300,000. None of Mr. Lake's town realty or personal investments are included; had they been his total assets would have been found to reach nearly \$500,000.

A growing scarcity of willow, generally used for wooden shoes in Europe, is leading to an adoption of poplar.

LEVAVASSEUR & FILS Ussy and Orleans FRANCE HEADQUARTERS FOR Fruit and Ornamental STOCKS

Sole American Agents:

AUGUST RÖLKER & SONS
51 Barclay Street, or P. O. Box 752
NEW YORK

NURSERYMEN AND PROMOTERS

It is my desire to associate myself with some potential or growing concern, as I am a horticulturist of international experience and conversant with citrus and deciduous fruit propagation. Address EXPERIENCE, "American Fruits" office.

Apple Seedling
Japan and French
Pear Seedling
Catalpa Speciosa and
Russian Mulberry
Seedling

Apple Trees, 2 years

Our Apple trees are a clean, healthy lot, strictly first class and will please you. Let us price your wants.

Kieffer Pear, 2 years
Peach, Cherry, 1 year
Gooseberry, Rhubarb,
Shade Trees
Flowering Shrubs, in
variety

We have a very line stock of Althea, both tree and bush form.
Good list of varieties

J. H. SKINNER & CO.
NORTH TOPEKA, KAN.



Strawberry Plants For Nurserymen

For over twenty years we have made a specialty of supplying Nurserymen in the Northern, Southern and Central part of the country, growing varieties to suit the needs of each.

An immense stock of all the standard kinds, Klondike, Dunlop, Warfield, Lady Thompson, Excelsior, Missionary, etc., also the fancy table varieties. Special low prices to the trade. Prompt shipment, and delivered as fresh as when dug.

CONTINENTAL PLANT COMPANY,
116 R. R. Street, Kittrell, N. C.
Largest Shippers of Strawberry Plants in the World.

Events in Nursery and Orchard Rows

Special Reports to "American Fruits"

Nurserymen Would Use Ferrets—Forty-eight nurserymen and fruit growers of Dansville, N. Y., went to Mt. Morris, N. Y., recently to confer with the secretary of the New York State Conservation Commission, asking that they be allowed to use ferrets to hunt rabbits, because of depredations in nurseries and orchards. With permission from the Commission Mr. Alverson called one after another of those present at the hearing and all spoke earnestly in favor of the use of the ferret as the greatest protection to the nursery and tree growing industries. Among the speakers were Messrs. Rhind and O'Hara, nursery inspectors in Dansville. These men are under employ by the state and have full opportunity to know that great damage is done to trees, by rabbits year after year.

Forty Tons of Pecan Nuts in One Tract—The yield of pecans in Charleston county this year promises to be above the average both as to quality and quantity, according to W. McLeod Frampton, agricultural manager of the Charleston, S. C., Chamber of Commerce, who has made observations along this line in his travels back and forth through the county. The Horlbeck pecan plantation, in Christ Church parish, is, of course, the largest in Charleston county and about the only one where pecans are grown for the market on anything like a large scale. A yield of forty tons of pecans, Mr. Frampton says, is expected from the Horlbeck groves this year, and he does not doubt that amount will be harvested. These nuts, being the papershell variety, command fancy prices. This grove consists of some seven or eight hundred acres, he says, and is one of the finest in the Southern States.

To Study European Horticulture—C. E. Whisler of Medford, Ore., one of the leading horticulturists of the Northwest, plans to spend eight months in Europe next year studying horticulture.

"A party of 75 men from all parts of the United States is going to Europe in February and will return in September," said Mr. Whisler, "and I have been invited to go along as horticulturist. We are going all over Europe and will study horticulture and agriculture in all its phases.

"For myself I am devoting my attention to the marketing end. Our agricultural colleges have developed the producing side of farm business, but the big question today is the marketing. We can produce, but from the time the fruit becomes ripe on the tree or the vegetables are ready for gathering until it is actually sold and the farmer receives his return, there are bigger questions even than in the producing stage. The North Pacific Fruit Distributors are doing a work along the right line."

Importance of Bud and Stock—He would be a strange man who denied that there are now in every orchard a proportion of inferior trees, says Rural New Yorker. They may grow to large size, but they are drones so far as production goes. A study of any fair-sized orchard will prove this statement after discounting injury from borers, scale, girdling or similar unnatural causes. Prof. Shamel hopes to get rid of these drones by making sure that our buds are from trees which naturally produce superior fruit. We think such naturally superior buds will help cut out the drones. It does not follow that buds from all strong and productive trees will do this. A tree might owe its superiority to some natural cause, like deep moist ground or extra manuring. Buds from such a tree could not carry any superiority caused by location or fertilizing. They can only carry such superiority as is natural to the tree. Yet this bud question is not all, for if the stock or root is grown from an inferior or half-developed seed it is not likely to produce a superior tree any more than a dwarf root will produce a standard apple or pear.

Just say you saw it in AMERICAN FRUITS.

Harvesting Walnut Crop—Gowne & Willard, Santa Ana, Cal., control the largest independent walnut buying concern in the United States and buy yearly an immense amount of nuts. According to the statements of the brokers the crop all over Southern California will be normal and the crop of Whittier district will be up to the average. In their statements were included the facts that a few more culls would be found in the crop as a result of the heat wave, but that the meat of the nuts would remain untouched. These nuts will necessitate a little more labor in the washing, but aside from that the quality is even better than last year. The firm of Gowne & Willard has been in the walnut field for over twenty years, but has operated in the vicinity of Whittier only during the past five years. R. L. Neal is the only representative of the company in the local fields and expects to be buying for the next two months.

Ornamental Bananas Fruiting—Not in many years have banana trees in yards and in grass plots in all sections of Pensacola, Fla., been so rich in fruit as they are now, although there has never been any attempt at cultivating them for any other purpose than the beauty of the palm in Pensacola. Since the streets have been so improved in Pensacola, citizens have caught the civic idea of city beautiful, and more than the usual attention has been paid to the cultivation of the banana trees. As a result, trees are bending with the bunches of this well known fruitage, and many citizens as well as strangers marvel at the unusual sight. Bananas are not grown at a profit in any part of the United States, the Central American countries having a sort of a monopoly on that product. Pensacola's showing, however, is excellent.

Pennsylvania Growers Meet—By invitation of the Adams County Fruit Growers' Society, one of the largest and most active associations of the kind in Pennsylvania, the State Horticultural Association met on September 11, in the auditorium on the College campus at Gettysburg. Chester J. Tyson, on behalf of the local society, welcomed the association to Adams county. William T. Creasy, of Catawissa, president of the State association, responded. Dean R. L. Watts, of State College, presented the advantages to the farmers and fruit growers of the instruction and experiments at State College. Prof. Fagan, also of the college, spoke of some "Practical Hints in Orcharding That We May Learn From Our Neighbors," referring to some business methods he saw on a visit to the Maryland orchardists. In the evening, R. G. Phillips, of Rochester, though programmed to discuss the "Apple Package and Grade Law," devoted most of his address to presenting the middle man's side of the "high cost of living" question. P. Grant Border, of Baltimore, discussed "Advertising the Apple." Prof. Surface, also presented some valuable hints in regard to peaches and peach-growing.

The Cantaloupe Tree—This is the papaya, or paw-paw tree of Florida, nicknamed the cantaloupe tree because of its melon-shaped fruit. The fruit of the papaya tree is a favorite breakfast dish in the Orient on account of its digestive qualities, which consist of papain, a substance superior to pepsin as a digestive. It is said that the juice of the fruit and even the fresh leaves will render the toughest meat tender in a couple of hours. The reason this tropical tree has never been considered commercially in this country is because 75 per cent. of the seedlings prove non-bearing males and many of the female seedlings produce inferior fruit. But now Edward Simmons of the United States Agricultural Department has discovered that the papaya may be grafted as easily as the apple or pear and will produce fifteen months after planting.

Adams County, Pa., Apples—All of the big orchards throughout the county are being handled under the advice of the State college experts in a scientific manner. Dr. J. G. Stover, of Aspers, who might be called the Apple King of Pennsylvania, and who owns the Edgewood orchards, has refused \$35,000 for his present crop. He has over 8,000 bearing trees and 30,000 fruit trees in all, planted in his farms near Aspers and Idaville. Ten years ago, Stover bought the farm for \$4,000. Recently he refused \$55,000 for it. Other large apple growers with crops worth from \$5,000 to \$20,000 are: Tyson Bros., of Flora Dale; R. M. Elder, of Aspers; J. M. Prickett, of Aspers; W. S. Adams, of Aspers, and Eli Garrison, of Biglerville. As high as \$3.75 has been offered per barrel. One Chicago dealer last year purchased 150,000 barrels.

California Even Inspects Autos—The discovery recently by state and federal quarantine officers of insect pests in the covers of several automobiles arriving at San Francisco from the Hawaiian Islands has caused State Horticultural Commissioner Cook to issue a provisional order authorizing state quarantine officers to refuse the unloading of motor cars until they have been inspected. The attorney-general has been asked to rule on the legal right of the commissioner's office. If his decision is favorable the order will stand. Dr. Cook said: "It would be very easy to get the Mediterranean fruit fly into California in this way. The automobiles are driven in the islands and probably loaded with infested fruit. When they are shipped here and unloaded without inspection the danger is great."

Louisiana Oranges—Louisiana orange growers are looking forward to a good crop this season. Several new groves will come into bearing this year for the first time. Last season's orange crop in Louisiana consisted of 350,000 boxes of marketable fruit; this was a bumper crop. Many new groves are being planted and the industry is expanding rapidly; it is expected that within a few years the output of oranges from Louisiana will be doubled.

Strawberry Defies Frost and Heat—Baldwin created a widespread interest in the country by his great achievements in grafting fruits a few years ago; now the Continental Plant Company of Kittrell, N. C., nurserymen are creating keen interest in their unusual claim. The North Carolina hills are noted for their fertility and variety of soils, as practically everything is successfully grown there in its native soil. There they have perfected a strawberry, the "Never Stop," as they have christened it, which bears fruit from the very earliest uncertain spring to the dead of winter. Even under the snow, its bright red fruit has been found. It bears much earlier than the average plant and its yield is abundant, several quarts per acre having been raised under high cultivation. It is declared that it has proven hardy in all soils and climates.

A Stimulating Example—Laurenz Greene, assistant chief of horticulture and forestry division of the extension department at Ames, Iowa, discussing fruit growing on state institution farms, says that the profits are big, but could be made much more by hiring an expert horticulturist. "Well cared for orchards and fruit plantations at all institutions would do much to encourage the fruit industry of the state," said he. "Fourteen different communities would have excellent examples of what scientific care and effort could produce. The farms of the institutions have had a splendid influence in the past upon the agricultural practice of the communities in which they are located and there is every reason to believe that a like influence would result when fruit growing is placed on a scientific basis on the farms."

Just say you saw it in AMERICAN FRUITS.

The Round Table—In Common Council

Story Too Big Even For Texas

Editor American Fruits:

I am just in receipt of the Report of the Proceedings of the Portland Convention of the American Association of Nurserymen, and have spent a very pleasant morning in reading same, as it called to my mind many pleasant and profitable incidents in which I was fortunate to participate. I would not have missed attending that convention for many times the cost of the trip.

I find in the third paragraph on page 94 of the report a typographical error in which I am quoted as saying "There are parts of Texas 6,000 and 8,000 miles from the citrus district etc." We all know Texas is a large domain, but does not yet quite extend a third of the way around the globe. This is so plainly a typographical error that escaped proofing, I would not call attention to it except for one reason, and that reason is this:

At the recent convention of the Texas Nurserymen's Association held at Waco on the 23d and 24th ult., I had the pleasure to report and relate the happenings at the Portland meeting. In giving a glowing account of the experiences we had at Portland, I mentioned the fine salmon dinner we had on the boat trip up the Columbia River, and how so few large salmon were made to serve such a large body of people as we had on that occasion. As salmon is a fish, I was stopped in my speech and cautioned not to tell a "fish story." Now if these Texas Nurserymen who heard me at Waco and who did not go to Portland should read in the report what I am there quoted as saying, how would they believe my Portland "fish story" when they find out I was trying to make those at Portland believe that the limits of Texas extended into Siberia by the way of Alaska. To make my statements at Waco about Portland Meeting "good" please correct in your journal the error as appearing in the published proceedings. What I said was "600 to 800 miles;" also where I am quoted as saying "white light" should read "white fly."

While at the Waco convention I took the opportunity of presenting to the fifty members present the advantages of membership in the American Association. Being the vice-president for Texas it is my duty to

look after the membership in this state, and I have begun the work, and I trust by the time of the Cleveland meeting arrives that the membership from Texas will be materially increased to its proper proportion.

We had a very interesting and profitable meeting at Waco, and presume a synopsis of same will be sent you by the Secretary, J. M. Ramsey of Austin. The following were elected officers for the coming year: President, J. S. Kerr, Sherman; vice-president, Will B. Munson, Denison; secretary-treasurer, J. M. Ramsey, Austin. A special premium fund of about \$200 was raised to be offered as premiums for exhibits of Texas Pecans at the forthcoming convention of National Nut Growers to be held at Houston, Texas, the first week of November.

Will B. Munson.

Denison, Tex.

Secretary Hall puts the error up to the official stenographer and the proofreader. These two necessary and much maligned individuals have to stand for a good deal in the course of human events. Mr. Munson good-naturedly accepts Mr. Hall's explanation, and thus what might have proven an international—beg pardon, an interstate complication has happily been averted. We appreciate the honor of having been the medium through which the entente was announced.

Dormant and Not Dormant

Editor American Fruits:

Attached please find copy of letters from and to Chairman of the Official Classification Committee which fully explain themselves.

This question was brought forth by the Andorra Nurseries, Chestnut Hill, Pa., who made shipment of box bushes on August 30th to Windsor Beach, N. Y., billing same as dormant, but some railroad inspector corrected it to read not dormant, and assessed double first class freight charges.

Believe this question should be brought before the association at their next meeting and put in shape so that the transportation committee could present same to the Uniform Classification Committee, and endeavor to secure a rating that will be satisfactory to both nurserymen and carriers.

Possibly a little agitation through the trade papers might be of some benefit.

Charles Sizemore.

Louisiana, Mo.

Mr. R. H. Collyer, Chairman,
Official Classification Committee,
143 Liberty St.,
New York City, N. Y.

Dear Mr. Collyer:—This acknowledges your letter September 22d in regard to dormant and not dormant plants. Following your letter we will have this question placed before the American Association of Nurserymen at their next meeting in June, 1914, and trust will be able to secure a declaration from them that will be satisfactory to the nurserymen and carriers. Will keep correspondence before me and advise you at the time.

In the meantime will you be able to have the shipment from Chestnut Hill, Pa., to Windsor Beach, N. Y., assessed on the correct basis?

Charles Sizemore.

Transportation Committee,
Louisiana, Missouri.

My Dear Mr. Sizemore:—Your letter of the 15th instant, with enclosures, presents a question that has been up in several quarters, i. e.—the line to be drawn between dormant plants vs. plants that are not dormant, and it seems to me that we should not confine the consideration to the particular box plants that were shipped from Chestnut Hill, Philadelphia, to Windsor Beach, N. Y., but rather to get at the root of the matter so that the nurserymen and the carriers may have a proper understanding of the interpretation to be applied.

If you can suggest any means by which a comprehensive consideration of this question can be initiated such as having a specific declaration proceeding from the American Association of Nurserymen as to the proper understanding of the terms "dormant" vs. "not dormant," I shall be glad to follow the matter up, as I realize that something should be done to clear up the situation.

R. M. Collyer, Chairman.

Best Trade Paper He Ever Saw

Editor American Fruits:

Enclosed find subscription to *American Fruits*. It seems we could not get along without *American Fruits*. It is the best trade paper we ever saw.

Taylor Perry, Jr., Prop.

Ornamental Nurseries.

Morrison, Tenn.

New Candian Port of Entry

Editor American Fruits:

I should be glad if you would inform your readers that an order-in-council has been passed making North Portal, Sask., Canada, a federal port of entry, under our Destructive Insect and Pest Act. Nursery stock subject to fumigation may, therefore, now enter at the above port during the periods October 7th to December 7th in autumn and March 15th to May 15th in spring.

Andrew Gibson.

For Dominion Entomologist.

Ottawa, Canada.

Just say you saw it in AMERICAN FRUITS.

BERCKMANS' Dwarf Golden Arbor-Vitae (Biota Aurea Nana)

Camellias, home-grown
Azalea Indica, home grown
Teas' Weeping Mulberry, extra heavy
Lilacs, best named sorts
Grafted Wistarias, 2 to 4 years old
Biota Aurea Conspicua, all sizes
Biota Japonica Filiformis, 1 to 4 ft., fine and
Magnolia Grandiflora, Magnolia Fuscata,
Magnolia Purpurea, Exochorda Grandiflora
Deutzia, Philadelphus

We have a large stock of fruit trees, ornamental trees and shrubs

All orders receive prompt and careful attention

P. J. BERCKMANS CO., Inc.

Fruitland Nurseries
Established 1896 AUGUSTA, GA.

New Strawberries

Our annual plant catalog free to all. Reliable, interesting and instructive. All about the New Everbearers and other important varieties. The New Progressive Everbearing Strawberry. Rockhill's best of all, now offered for the first. Plants set last spring and fruiting until the ground froze produced for us at the rate of \$1,000 per acre for the fruit alone. A Great Sensation.

Address C. N. FLANSBURGH & SON, Jackson, Mich

1912 Crop

PEACH SEED

Our Seeds are the kind that produce results, seedlings

When a party once plants our seed, he wants them again

Price and sample on request

J. VAN LINDLEY NURSERY CO.
POMONA, N. C.

KNOX NURSERIES

Cherry Trees

One and two years old. The best the market affords

H. M. Simpson & Sons,
VINCENNES, IND.

President of the American Association

The popular president of the American Association of Nurserymen, J. B. Pilkington, Portland, Ore., is well known to members of the Association, but the following sketch of his successful career, from the Florists' Exchange, will be of interest:

J. B. Pilkington of Portland, Ore., who was elected to the presidency of the American Association of Nurserymen, at the convention last June, was born in California in 1871, being brought to Portland, Ore., as a babe in arms. His father was a prominent physician, who was born and raised on a farm, and after attaining manhood took great interest in his garden, which interest his son evidently inherited. In 1887 young J. B. begged his parents to be allowed to go on to a farm which they owned near Portland and, though only a boy and still in school permission was given and he that year began nursery work.

For a number of years only fruit trees were grown, and these in limited quantity but only the best quality stock was sent out and the business grew steadily. Other land was acquired and afterward sold; business increased steadily until the panic and hard times of 1893, when it was discontinued for a season or two, but resumed in 1896. From that time on Mr. Pilkington devoted himself heavily to growing ornamental stock. This is today his principal interest, although fruit trees are still grown in heavy quantities to supply the commercial orchards of the Pacific Northwest.

Mr. Pilkington has been to Europe a number of times to purchase stock in different countries, and has made a special study of walnut culture and of ornamental stock adapted to the Pacific Northwest. He has tried out a great deal of stock in his own experimental work, and a number of the

finest and best shrubs in the Pacific Northwest were those of his early introduction from abroad.

In 1902 the custom of selling through agents was discontinued, and though the business was comparatively small it steadily increased. The first extensive catalog was issued in 1908. Since then one has been issued annually, and today is the principal salesman.

The nurseries are at Durham on the Oregon Electric, 12 miles south of Portland, with another farm a mile and a half away on the Tualatin River. There are about 400 acres all told, of fine soil, some of it in virgin state and uncleared. The actual nurseries are about 100 acres, in addition to which there are 60 to 80 acres more in hay, grain and farm crops. The place is readily reached by electric line, also by automobile from Portland, requiring about 40 minutes either way. There are no greenhouses on the property as yet, although a range for propagating purposes is contemplated for the near future. Comparatively little attention has been paid to the florist end of it, hardy nursery stock receiving almost the entire attention. Propagation is easy in the Pacific Northwest, where stock flourishes well, hard wood cuttings thrive, and soft wood cuttings are made in a large range of frames under the direction of a competent propagator. Mr. Pilkington personally oversees all nursery work and spends much of his time in the active field work.

Officers and sales grounds are maintained in the city of Portland, where Mr. Pilkington also resides.

The climate permits of growing a great variety of stock. The Southern Magnolia grandiflora flourishes there, and Araucaria imbricata and Camellia japonica are grown in the open field. The cloudy weather experienced in that locality is especially conducive to growing fine conifers, and special attention is given to this branch. Broad leaved evergreens all thrive, and are grown in quantity. Norway Maples for shade trees are also another leader, there being at this time some 50,000 of them of different grades in the nurseries. The market up to this time has been exclusively in the West and principally in Oregon, Washington and California.

Prof. C. S. Sargent, of the Arnold Arboretum, Jamaica Plain, Mass., who visited the nursery a few weeks ago, commended strongly the selection of varieties, the stock, and methods of cultivation, and said that it was the cleanest cultivated nursery of its size he had ever visited.

In the orcharding department of the Southern Railway special lectures and demonstrations at fairs will be given on various subjects relating to the production of fruit including the types of soil required, soil drainage, transportation facilities, the selection and purchase of trees and the varieties which are best adapted to different types of soil.

Scientific Orcharding

With other orchards producing less than half a crop of small and shriveled apples the experimental orchard of the University of Kansas, at Lawrence, under scientific management, will have this fall a crop of apples equal to that of last year in quality and only slightly below normal in the amount produced, according to a statement made by Prof. S. J. Hunter, state entomologist and in charge of the orchard.

"The reason for the shortage this year is not due to dry weather, either," says Prof. Hunter. "It comes from the fact that some of the trees overbore last year and did not bloom this year."

A single glance will be sufficient to convince anyone of the advantage of scientific cultivation of orchards, according to Prof. Hunter. The apples are of fine quality, solid and perfectly normal in size, besides being entirely free from worms.

The orchard was disced and harrowed once a week during the entire summer, in addition to being sprayed in the spring at the time of blossoming. Neither irrigation nor sprinkling was used in the care of the orchard, according to Prof. Hunter.

"There is no secret about the process," he says. "It is simply a matter of taking care of the trees the same as we do of other crops."

Just say you saw it in AMERICAN FRUITS.

WOOD LABELS

The kind that gives satisfaction
Can be supplied either plain or
printed, with Iron or Copper wire
attached in any quantity.

Our facilities for handling your
requisite are unexcelled.

Samples and prices are at the
command of a communication
from you.

DAYTON FRUIT TREE LABEL CO.

DAYTON, OHIO.

FOR SALE—Nursery business and farm in the shallow water district of the Pan Handle. A farm and pasture in Central Texas that is all first class property and a bargain.

PLAINVIEW NURSERY CO.,
Plainview, Texas

R. B. GRIFFITH, FREDONIA, N. Y.

Successor to Foster & Griffith

GROWER of GRAPEVINES, CURRANTS, GOOSEBERRIES and RASPBERRIES. Just the best for wholesale and retail trade, and grown in the very best locality for root growing in the world.

AUGUST RÖLKER & SONS

American Agents for European Nurseries, book importation orders for the trade only; fall or spring deliveries; write for lists.

81 Barclay St.

P. O. Box 782

NEW YORK CITY

Westminster Nursery

Westminster, Md. J. E. STONER, Prop.

We are pleased to offer for Fall 1913
and Spring 1914

Peach Trees, 1 year, 35 varieties
Apple, 1 year, mostly buds
Pear, 1 and 2 year, all grades
Apple, 2 year, all grades
Cherries, 2 year, general list sour
Asparagus, 2 year

Can furnish the above in carload lots or less, also
Grapes, Currants, Gooseberries, Catalpa Speciosa, Carolina Poplar, Ornamentals in good assortment

We would make very attractive prices on Peach
Trees in Carload Lots

Please submit lists of wants for prices

YOUNG PLANTS
FOR LINING OUT
SHRUB SEEDS
Send for my lists

DANIEL A. CLARKE

Red Oak Nurseries

FISKEVILLE, R. I.

We Offer for Spring 1914

NORWAY MAPLE

SILVER MAPLE

CAROLINA POPLAR

IN CARLOTS

ALL SIZES

GET OUR PRICES

THE GREENBRIER NURSERY CO., Inc., Greenbrier, Tenn.

What Ornamental Nursery Stock is Doing

G. A. DENNISON, Chief, Department of Horticulture, I. P. E. 1915

THE nurserymen's industry is one of the prime supports of the nation. It legitimately ought to confer fortunes upon all who pursue it intelligently. But how shall the highest benefits be attained? Any line of business depends largely upon publicity. If all the world knows that you have a good thing to sell, that is infinitely better for you than if a large part of the world remained in ignorance. A great share of benefits derived from any exposition naturally fall to the part of the world in which the show is held. This exposition will be in California and California will reap a great harvest from it.

I am here today primarily to tell you what you can do for the exposition; but I shall take this occasion to tell you what the exposition can do for you if only you will take the initiative. As loyal Californians you all wish to have the exposition a great success. Your business interests are just as keenly concerned as is your patriotism in this matter. A great collection of nursery stock, of California origin, will be a splendid and convincing object lesson. Thousands who see this exhibit will comprehend at once that California is prepared to properly outfit its lands with the beginnings of orchards and vineyards and that without any delay. They will see deciduous fruit stock, and citrus fruit stock, young nut trees and vines, and they will need no other argument to show them than you are ready to provide for their needs in a very important direction. I do not think that California has any more important work than to show, in connection with the exposition the kinds of trees and vines that are grown in this state to perfection. It all depends upon you. We ask you to at once prepare to make the nursery stock exhibition as comprehensive and great as possible; we ask this not only in behalf of the exposition, but in behalf of your own interests. The exposition, but in behalf of your own interests. The exposition will come and go. Its main utility to you will consist in its capacity to speak eloquently, through its exhibit, to a world prone to ask many questions, and willing to cast in its lot with us when once it is convinced that there is very large advantage in so doing. The exposition and the nurserymen are in a position to confer reciprocal advantages. Whatever promotes the splendor and completeness of the exposition serves also to advertise you and your works.

It is time for a systematic move on the part of the nurserymen to become exhibitors at the exposition; with this may also go the statement that it is time to begin to arrange for compiling information. What kinds of nursery stock are used in California and other localities? What is the cost of such stock? what varieties of fruits does it represent? Does it comprehensively reproduce the fruits of all claims? Does it represent transplantation from all countries and attain a sturdier growth than it had in its original habitat? What profit per acre under favorable conditions does it promise in its several varieties, to the man who becomes purchaser—to the tens of thousands who will almost immediately become purchasers? What in-

crease in valuation per acre of fertile lands adaptable to fruit culture does this great abundance and great variety of orchard stock insure? What capacity have you to supply orchard stock to a greatly increased population and can you insure that it is the best resistant stock? Can you promise the world that care and attention in the production of nursery stock that shall reduce danger from insect pests or other draw-backs to commercial success to a minimum?

Lively Demand for Nursery Stock

James H. Long, of Orwigsburg, Pa., this season grew 25,000 baskets of peaches on 800 trees, which comprise his orchard. The trees should have borne when they were three years old, but, owing to hard winters and untimely frosts, it was not until this year, the sixth year of the trees' growth, that they bore. On account of waiting so long for a crop Mr. Long was put to an expense of about \$1,000 in putting out the young trees and caring for their growth. His



GEORGE A. DENNISON
Chief, Department of Horticulture, Panama-Pacific International Exposition
San Francisco, California

Incorporations

The Columbia Land and Industrial Company of New York, to engage in the purchase, development, and sale of timber lands and fruit orchards in Latin America countries, and cultivating of the same for profit. Incorporators: F. O. Attuyer and W. H. Kline, both of New York, and William M. Pyle of Wilmington, Del.

A charter was filed last month at Dover, Delaware, for the Berlin Orchard Company, Berlin, Md., to grow, cultivate and propagate all kinds of fruits, trees, etc. The incorporators are Orlando Harrison, George Hale Harrison, Henry Long Harrison, all of Berlin, Md.; John G. Townsend, Selbyville, Del. Capital stock \$10,000.

El Paso Nursery Co., El Paso, Texas; \$20,000; Charles Davis, W. D. Wise, R. A. Harris.

A charter has been filed at Dover, Del., for the Interstate Land Company, Wilmington, Del., to acquire lands and to improve and develop the same for agricultural and horticultural purposes. The incorporators are: Herbert E. Latter, W. J. Maloney, Oscar J. Reichard, all of Wilmington. The capital stock is \$500,000.

profit on peaches this year is about \$10,000.

From two orchards, on Sculp's Hill, near Orwigsburg, Alsbach & Schultz, successful fruit growers, have just taken 10,000 baskets of peaches, which proved remarkably fine fruit, and were sold at a good profit. The success of the growers in the Orwigsburg zone, with peaches has aroused a lively ambition to enter the peach business, and orders will be given for many thousands of peach trees which will be planted by Schuylkill county farmers next spring.

Big Delaware Peach Profits

That peaches can yet be grown successfully on the Delaware peninsula is attested by the report of J. G. Harrison & Sons, who from a peach orchard of less than 100 acres this year report a net profit of \$25,833.84. The orchard contains less than 10,000 trees. According to the statement of the company, they shipped a total of nearly 82 cars, or 19,174 bushels.

Just say you saw it in AMERICAN FRUITS.

Citrus Stock Higher, Says Nurserymen

The status of the citrus industry in California, is so satisfactory and its greater future of the fruit that the growers of the fruit in all sections of the state are preparing to enlarge their orchards. Reports at hand indicate that the planting next year will be heavy, and that in the foothill district around Porterville it will be especially so.

The fact that orange trees are quite scarce and will probably command a high price will probably curtail in a measure the setting out of new orchards. Nurserymen who are in touch with the supply and demand condition state that future contracts are being closed at \$1 each for half-inch trees, and predict a price of \$1.50 each before the end of next season's planting season. The nurserymen of the southern part of the state report that there is practically no stock available there owing to the local demand, and this fact they believe will tend to aid materially toward higher prices for the young trees.

Stark Case Decision

The case of William P. Stark against the Stark Brothers Nurseries & Orchards company for the appointment of a receiver for the company was filed in the Louisiana court of common pleas, Pike county, Mo., on March 7, 1913. The case on the application of William P. Stark was continued in that court, and finally on his application a change of venue was taken to the circuit court at Mexico, in Audrain county, Mo.

The case was called for trial in that court on September 22, before Hon. J. D. Barnett, the circuit judge; and, on September 30 the case was decided in favor of the defendants and the receivership denied.

In rendering his opinion the judge said:

"There is no doubt from the evidence that this plaintiff was very largely instrumental in building up this corporation.

"There can be no doubt that for a period of at least ten years before the friction arose in the company the success of the company was more largely due to his efforts than to the efforts of any one else. Unquestionably, he must be regarded from this evidence as a nurseryman of unusual ability; but, I do not believe that this evidence shows that it could be said that his brother was a mere shadow and pretense in this corporation, but, apparently, from the very beginning, and, perhaps more at the beginning than later, he was a very efficient element in the upbuilding of the corporation. During the entire period, William P. Stark, within the offices, was pushing the business to the greatest possible extent, and his efforts were very largely assisted by the efficient management on the outside by Edgar W. Stark.

"According to the report of Mr. Willis, this company made during the year ending at the June meeting, 1913, at a time when E. W. Stark was in control, profits for the year of \$20,000 in excess of the average of the former five years when W. P. Stark was in control as manager.

"It could not be said that there was such mismanagement that it would justify the court to take control of the corporation away from the majority of the stockholders. There is, of course, a great divergence between the report of Mr. Willis as to the condition of this corporation and the condition as shown by the books of the company.

"The effect of a receivership in a case of this sort is likely to be serious. If the suggestion of this petition can be taken to mean that no one can conduct the management of this corporation except a very skillful and unusual nurseryman, it would be very difficult for the court to appoint a receiver.

ceiver. If E. W. Stark, who has grown up in the business, who has practically from his boyhood known nothing else, is not able to manage a corporation of this sort, it would be a practical impossibility for the court to find a man of the necessary ability and experience. It might be suggested that W. P. Stark could be appointed in that connection, but W. P. Stark is actively interested in another nursery. And it seems to me that the appointment of a receiver in a case of this sort might result finally in the dissolution of the corporation. I do not see what other result could be expected. It seems to me that it might result in a disastrous sale that would result in a sacrifice of the interests of the owners of the stock, who might not be in a position to protect themselves; that it would result in the sacrifice of C. M. Stark's interests, which would not be in a position to protect itself and the interests of a person of unsound mind is limited and controlled by the law in such a way that the protection of his stock would be practically impossible.

"Taking the case as a whole, I do not find that it is a case in which the court would be justified in assuming control of this corporation through a receivership, and the prayer of the petition will be denied."

The Jewell

Nursery Co.

Lake City, Minn.

Established 1868

1500 Acres

Specialties for Spring 1914

Norway and Carolina Poplar. 2-3, 3-4, 4-5, 5-6, 6-8, 8-10, 10-12 feet.

Box Elder, Ash, Elm Seedlings—all sizes

American Basswood and Soft Maple Trees.

100,000 Currants, red and white.

75,000 McIntosh, Jonathan, Bellflower, Winesap, etc. 2 year, fine stock.

Three year apple in all Hardy Varieties.

Three year Crab.

Yellow Dogwood, Snowball, Hydrangea

WRITE FOR SPECIAL PRICES

LET US PRICE YOUR GENERAL WANT LIST

CHAS. DETRICHE, SR.

ANGERS, - FRANCE,

Grower and Exporter of

Fruit Tree Stocks, Forest Tree Seedlings, Rose Stocks, Shrubs, Vines and Conifers for Nursery Planting

Information regarding stock, terms, prices, etc. may be had on application to Mr. Detriche's sole representative for the United States and Canada:

JACKSON & PERKINS CO.

Newark, New York.

CALIFORNIA PRIVET BERBERIS THUNBERGII

I have the largest stock of California Privet, in the country. I also offer Berberis Thunbergii, Norway Maples, Norway Spruce, Asparagus and Rhubarb Roots. It will pay you to get my prices. The stock will also please you.

C. A. BENNETT.

Robbinsville Nurseries

Robbinsville, N. J.

FOR SPRING OF 1914

We offer more than our usual supply of One and Two Year Apple Trees. We still have a large lot of Scions to offer. Write for prices.

JOHN A. CANNEDY NURSERY & ORCHARD CO.
CARROLLTON, ILL.



Just say you saw it in AMERICAN FRUITS.

FOR THE TRADE

FOREST TREE SEEDLINGS—Nursery Grown

6,000,000 Ash Seedling—one, two and three years old, also

Box Elder Wild Black Cherry Russian Olive Poplars Willows Catalpa

1,000,000 PLUM SEEDLINGS

Collected Stock—Cottonwood, Buffalo Berry, Juneberry, and American Wahoo
Shade Trees in Carload Lots

WRITE FOR PRICES

THE WHITING NURSERY CO.

Box 11

YANKTON, S. DAK.

Practical Pointers For Nursery Salesmen

A Little Serious Counsel—E. A. SMITH, Vice-President Jewell Nursery Co., Lake City, Minn.

Wherever you are, seize upon the good you can find. Don't grumble for the employer. He can do that himself. If he pays you wages, earn them. Speak well of him. Think well of him if you can. Stand by him and the institution he or they represent. It does not pay you to work for him part of the time, but he is entitled to your undivided services and your loyalty, or none. If it is necessary for you to condemn him, then resign your position and condemn to your heart's content, but so long as you are identified with a concern, you are part of that concern. When you disparage it, you disparage yourself. Employers are always looking for people who can help them. These "out of job fellows" are not helpmates. They were discharged, are complaining, they are out of harmony with the institution. It is to blame, not they,—in their minds,—so they lost their job, and it will be a long time before they get another as good. Be helpmates, for that is the way to help; that is where you will find promotion. Work for yourself, work for the company you represent. By doing so you work for the good of all.

Self Interest

The key to most financial transactions is that of self-interest. What are you working for? What do nine out of every ten people work for except it is the bettering of their interests in one way or another? Your appeal to every customer should be toward his self interest—something beautiful to improve the home life, to improve the value of property, to bring money into his pocket, make the property more salable, protection to buildings—these all have a money value. Appeal to the self interest of the customer and you will be much more apt to get his business.

Confidence

There are two kinds of confidence—that reposed in you by your friends and that confidence which sometimes degenerates into self-conceit. It takes a long time to restore confidence which has been lost. When the

house loses confidence in its salesman and the salesman loses or betrays the confidence of the house, it is time they shake hands and part. Two persons who lose confidence in each other, either in business or any other way will afterwards find it hard to unite the threads which have been broken. Mistaken confidence in one another is one of the sad things in life. Friendly confidence should be held as sacred—business confidence should never be broken. Strive always to increase the confidence which others have in you and you will never want for friends.

Know Your Goods

There is something more to salesmanship than exchanging goods for money, or taking orders which are sent to you by mail, or which come easy upon solicitation. First, the salesman should thoroughly understand the article he is selling. He must not only understand its merits, but he should be familiar with all the advantages and selling points which accompany its merits. He should be able to express himself forcibly and also inspire customers with confidence; and such confidence comes from actual knowledge of the goods being sold by the salesman. A sale must first be mental. You can't hammer out a sale with your fists—it must be thought out. There is a mental law for salesmanship just as much as there is a physical law for athletics. Violate one and the race is lost; violate the other and the sale is lost. Study the article you are selling that you may speak of it intelligently.

Against Fall Planting

Fruit tree agents are again on the ground urging people to buy and plant fruit trees in the fall. They point out that there is more time in the fall, that the soil can be better prepared and that the trees will start earlier in the spring than will spring planted trees, and they sometimes offer to sell more cheaply for fall delivery. Notwithstanding these arguments the School of Agriculture at Alfred University strongly advises against the practice of planting in the fall in southwestern New York.

The school is not disputing the claims of the nurserymen that there is more time in the fall or that the soil may usually be better prepared, but experience has shown that in the high altitudes the winter weather is so severe and the air so dry that a large majority of trees often winter kill when planted in the fall because they do not have time to become established in their new environment before winter sets in. Newly set trees are often winter killed in this section or are so seriously injured that it takes years for them to recover when trees that have grown through the summer and have thus become established will live through without injury.

It is, however, an excellent plan to order trees and plants in the fall for spring delivery. By so doing so better plants are often secured and prompt delivery is insured.—Mount Morris, N. Y., Enterprise.

Sincere work demands knowledge, aptitude, enthusiasm, imagination.

Just say you saw it in AMERICAN FRUITS.

Tariff Changes

The new tariff rate on nursery stock as compared with the former rate is here shown:

	Old.	New.
Plum and cherry seedlings, per M.	\$1	\$1
Pears and apple seedlings, per M.	2	2
Nursery stock, per cent.	24.12	15
Rose plants, each	4c	4c

Coming Events

American Pomological Society—Washington, D. C., November 17-21.

Maryland Horticultural Society, Maryland Week—Baltimore, Nov. 17-22.

National Nut Growers' Association—Houston, Tex., Nov. 5-7.

Texas Horticultural Society—Fort Worth, January.

Georgia Horticultural Society—Athens, Ga., January.

Rio Grande Horticultural Society—Harrison, Tex., Nov. 28-29.

Society for Horticultural Science—Washington, D. C., Nov. 10-21.

Eastern Fruit Growers' Association—Washington, D. C., Nov. 17-22.

Northern Nut Growers' Association—Washington, D. C., Nov. 17-22.

Third Indiana Apple Show—Indianapolis, Nov. 5-11.

New England Fruit Show—Horticultural Hall, Boston, Nov. 12-16.

Peninsula Horticultural Society—Easton, Md., January 13-15, 1914.

Arkansas Horticultural Society—Fort Smith, Feb. 9-12.

New York State Fruit Growers' Association—Rochester, N. Y., January 8-7-9, 1914.

Western New York Horticultural Society—Rochester, N. Y., January 28-20-30, 1914.

Maine State Pomological Society—Lewiston, Me., November 18-20.

PHOTOGRAPHS OF NURSERIES

"American Fruits" has long made a specialty of photo-engravings of Nurseries. Its files show hundreds of these. There is room for more. Send photographs or cuts to the Editor, Ellwanger & Barry building, Rochester, N. Y.

T. S. HUBBARD CO.
FREDONIA, N. Y.

GROWERS OF

Grapevines Currants
Gooseberries Blackberries

Leading varieties well rooted. Write for prices naming kinds and quantity wanted.

Established 46 Years

MULBERRIES

WE ARE GROWERS OF

HICKS,
DOWNING,
STUBBS,
BLACK ENG.
NEW AMERICAN

Will have about 75,000 to 100,000 for Spring Delivery, 1914

BUFFALO NURSERY COMPANY
McCullers, R. F. D., No. 1, N. C.



When You Need
APPLE SEEDLINGS
APPLE BUDS
APPLE GRAFTS
APPLE SCIONS
APPLE TREES

Remember

JIM PARKER
The Apple Tree Specialist

TECUMSEH

OKLAHOMA

American Fruits
The Nursery Trade Journal

Nurseries, Arboriculture,
Commercial Horticulture

Bristling with unique and exclusive features. Every issue a special number. Only national publication. The Practical Horticulturist's Newspaper.

\$1.50 a year; Canada, foreign, \$2.00.

AMERICAN FRUITS PUBLISHING CO., Inc.
Ellwanger & Barry Bldg., Rochester, N. Y.

Special Reports on the Season's Trade

Apple and Pear Seedling Supply Light

Topeka, Kan., October 16—J. H. Skinner & Co.: "On account of the dry season, fall sales have been a little slow; but prospects are a little brighter for spring shipments. Shades and ornamentals are in good demand. We do not expect much surplus stock here at the close of the season unless it be in light 2-year apple. Apple and pear seedling are in very much lighter supply than for a number of years and we look for them to be closed out early."

Indications Very Promising

Lake City, Minn.—The Jewell Nursery Co.: "Indications for next season's trade are very promising. Native plum appear to be scarce in this part of the country, while apple as yet are cheap and indications are that they will remain so. We do not believe, however, that there is as much apple stock in this part of the country to be cleared now as last fall. We are having splendid weather for nursery operations in this section, and stock for storage is coming out in fine shape."

Emerging From Drouth In Southwest

Parsons, Kansas, Oct. 15—E. P. Bernardin: "This season has been the driest and hottest ever known in the great southwest, and as a result it has been very hard on all transplanted stock of all kinds. Budding has been slow and hard and tree growth has not been up to the usual standard of this section. The drouth covering such a vast territory, it has had marked effect upon sales which are not up to their usual at this time and stock has not made the

growth, so there will not be any surplus to speak of in the upper grades.

"We have had fine late rains that have started the pastures which were all burned out, and made seeding fine; and a better feeling exists all over the country. Fruit crop generally was very good and brought the best of prices, which should stimulate tree planting, and with a good season in the ground for transplanting, and the general looking-up of business in all lines, we should enjoy along with the others increased trade for the spring planting."

Fine Blocks of Apple In Kansas

Winfield, Kans., Oct. 14—J. Moncrief, President Winfield Nursery Co.: "The business in Oklahoma and Kansas has been practically at a stand-still until a few weeks ago, on account of the extreme heat and drouth this summer. With the recent rains business has opened up in all lines in good shape and bids fair to be as good or better than the average season."

"We are not very well acquainted with the general condition of the trade, due to the fact that we are growing almost exclusively pedigree trees, and now have in our nursery 250,000 apple trees, of which we know the parentage. We believe the characteristics of the work we have done shows in this year's stock in several ways. For example: notwithstanding the dry weather, we have the finest stock we have ever grown. The state entomologist recently said when here making an examination that it was the finest block of apple in the state of Kansas, and also the finest he had ever seen."

"We have large blocks of yearling apple, standing 6 ft. high that will caliper $\frac{5}{8}$ inch, and our block of two-year-old apple will run heavy and fancy grades. This stock in both one- and two-year-old is propagated from select strains and all grafted on whole roots of a special grade of branched French crab seedlings."

Busy In North Dakota

Hankinson, N. D.—The Hankinson Nursery company is getting stock ready for shipment. During the past season they have sold between \$25,000 and \$30,000 worth of nursery stock, which has been ordered from more than sixty points in the state of North Dakota. About thirty men have been kept busy during the past two weeks digging trees, and for the coming two weeks the stock will be packed and shipped out to the various points. This company has been in business eight years, and shows a steady improvement every year.

Conditions In Oregon

Milton, Ore.—Milton Nursery Co.: "Our sales are not up to our usual amounts. Buyers are holding off till last minute. Some large orders are in sight for some one, but it is a question of who can quote the lowest price in most cases. We do not anticipate such a large surplus as last year, as planting has been cut down as well as growing blocks. Fruit markets are generally good which is having a beneficial effect on Nursery demands and prices."

Cherry Specialists Well Sold Out

Vincennes, Ind.—H. M. Simpson & Sons: "Fall trade with us is very good. The only exception is in peach and apple, both of which are a little slow. However, we think by the end of the season all the larger grades will be cleaned up. The demand for cherry, which is our specialty, is very good and we are pretty well sold out in two year stock. The past season has been very hot and dry, but our stock has made a very good growth."

Oklahoma Nurserymen's Association

Nurserymen and fruit growers of Oklahoma met at Guthrie last month and formed an association with the following officials: President, Jim Parker, Tecumseh; vice-president, Benjamin Davis, Tahlequah; secretary, P. W. Vought, Holdenville.

Alfalfa, fig, olive and walnut crops were the only crops normal or above that point this year in California, according to figures announced at the office of the State Horticultural Commission. The estimates were made from returns submitted to the commission by county horticulturists.

HEDGE PLANTS FOR EVERY CLIMATE

California Privet, Amurensis Privet, Amoor River North Privet, Iboia Privet, Regelianum Privet, Chinese Privet, Spiraea Van Houttei and Berberis Thunbergii.

Ask for trade list

SOUTHSIDE NURSERIES CHESTER, VA.

Some Nurseryman Needs Me to Look After His Advertising and Sales Department

I have sold nursery stock over the counter and by mail. I have written advertising copy that brought orders, and know how to make a catalogue that looks right and IS RIGHT. I have studied the marketing of trees and plants from different points, and now I want to connect with a firm where I can be "happy on the job" and get closer to the things that grow. Send your letter to Box 42, care "American Fruits."



**PLANTING STOCK OF
Forest Trees and Evergreens
Roses on Canina, etc., etc.
FROM
FOCKE BOHLEN, HALSTENBEK, GERMANY**

**Are Second to None
THE HORTICULTURAL COMPANY,
WORCESTER, MASS, Sole Agents**

To whom all correspondence should be addressed

Hawkeye Tree Protectors



Give dollars worth of protection at a fraction of a cent cost. Don't take a chance with your young trees. One rabbit will kill many in a single night. Protect yours with Hawkeye, the protector that rabbits, mice and other tree gnawers can't gnaw through—the protector that protects against cut worms and prevents trees becoming skinned or bruised by cultivator or lawn mower. Hawkeye tree protectors are elm veneer chemically treated. They are easily applied to the trees and will last until the tree is beyond the need of protection. The value of one tree is more than all the Hawkeye tree protectors you need will cost you. Send us your order before some of your trees are killed—you'll regret it if you wait until too late.

Write for Bulletin No. 8

Agents Wanted

BURLINGTON BASKET CO.

Burlington, Ia.

Headquarters for Amoor River Privet; Amoor River North and California. Reasonable prices and prompt shipment. Also shade trees, evergreens, grapevines and Thunberg's Barberry in quantity. Let us quote you before buying. PEACH PITS, CROP OF 1912. VALDESIAN NURSERIES, Bostic, N. C.

Write for Prices on

FINE TENNESSEE NATURAL PEACH PITS

B. J. MILLER,

Winchester, Tenn.

The Pecan Crop In Illinois

The nut crop in the Wabash River Valley bids fair to be of less value than last year, when nut pickers made thousands of dollars by the sale of pecans and hickory nuts. Pecans are fairly thick in some orchards and at one orchard near New Haven, Ill., the crop is estimated at 200 bushels. The hickory nut crop at first promised to be as large as last season, but the nuts have been dropping for a long time and the harvest, which will not open until heavy frosts fall, will likely show a very scant yield.

The finest pecan orchards in the Middle West are found along the Wabash River. Thousands of native trees, many far past the century mark, dot the valleys along the stream and make life worth living for the school boys and other "boys" who like an occasional outing on week-end trips. The pecan trees have been pretty well immune from the woodman's ax and from the early settlers down the tradition has held that it bodes evil to waste the bearing nut trees. Thomas W. Hay, a real estate dealer of Carmi and owner of a pecan orchard fifteen miles south of Carmi, estimates that the industry is only in its infancy, and that in a few years, the commercial value of the toothsome nut and the absolute certainty of yield in the Wabash Valley District, will attract orchardists and many plantings will be made. Hay believes that the wild, or native variety can be improved by grafting and also claims that earlier yields may thus be obtained.

While Texas claims the most marketable variety, it is by no means the most palatable. "Last year, to make a test," said a grower, "I took half a bushel of large native pecans to Chicago and let my friends sample them. They found out that the kernel was richer and sweeter than those of the Texas variety, which are usually dryer and less oily. Pecan trees have been known to bear three or four heavy crops and then lapse into a coma and not bear for five or ten years, but this has been found to be in most cases attributable to the freaks of lightning. Nearly all tall pecan trees are a target for the pranks of lightning and often are killed. For this reason the newer orchards are trimmed to spreading heads and kept that way."

Cherry Seedlings

We have made a specialty of growing Cherry Seedlings for several years and we have this season the finest and largest stock we have ever grown. To those who are in the market for cherry stock we would be pleased to send samples and quote prices. Special low prices for spring delivery.

Address

H. B. Elliott & Sons

Harbor Springs,

Mich.

IF YOUR COMPETITOR OUTDOES YOU

Either in **QUALITY** or **PRICE**, ten to one **HE IS DEALING WITH US**. Get in on the same floor **IF YOU EXPECT TO IMPORT FOR CONING SPRING**: Maples, Conifers, Boxwood, Roses, Rhododendrons, Azaleas, or any other articles in Nursery line, you will need us. Change your troubles to profitable dealings. Write us or let us call in the spring. Prices cheerfully given.

KALLEN & LUNNEMANN, Boskoop, Holland

Heavier Sales in the South

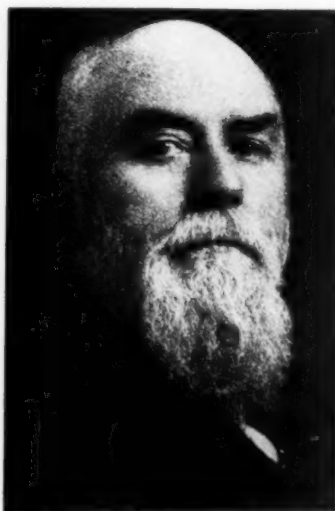
Augusta, Ga.—P. J. Berckmans Company:

"Judging from present prospects the sale of nursery stock will be heavier this year than last season; this refers especially to the South. There being more money in the South this year than for several years past.

"The corn crop was a "Bumper" one. We also had a good oat crop, and the cotton crop, although not as large as that of 1911, is bringing high prices.

"The demand for peaches in certain sections is heavy. Ornamental stock is being ordered in larger quantities than ever before. This would indicate that some one has a surplus amount of cash.

"Our Landscape Department has many very large contracts on hand. We are now working on several large sub-divisions; each one of which calls for considerable park work."



D. S. LAKE, Shenandoah, Ia.
President Shenandoah Nurseries Just Incorporated

Half a Million to Fight Frost

In a wonderful effort to equip the citrus groves in and near the Pomona Valley, California, for a successful fight against the possible and unexpected visit of Jack Frost, nearly three-quarters of a million dollars is being expended, it is stated, by the growers and the various associations and exchanged for smudge pots, oil storage tanks, fuel oil for the pots and the other necessities for use in the work.

Perhaps never before has a more heroic and systematic effort been put forth on the part of the growers of any crop to shield that crop from destruction.

While it is necessary to base the figures largely on estimates, it is further stated that something like three-quarters of a million smudge pots will be in the possession

of the citrus growers of that section before the winter weather sets in.

Added to this is the interesting estimate that the next few weeks will see between three and four million gallons of fuel oil in storage in the same area, ready for instant use in case of the sudden advent of cold weather. Last year the growers paid about 3 cents per gallon for their oil, so that this item of expense alone will be a big consideration.

"The ravages of the San Jose scale are ruining Ohio's apple orchards," said N. E. Shaw, chief inspector of Ohio's nurseries and orchards. Why not try the Pennsylvania parasite which is ridding Keystone state orchards of the scale in remarkable fashion? The parasite ought to be effective in an adjoining state. A few samples can be had from Dr. Surface for a dime.

The National Apple Growers' Association proclaimed the third Sunday in October of each year as apple day, to be observed in considering all available means for promoting apple culture.—Texas Farm and Fireside.

Sunday. Sic! It's the third Tuesday, Brother.

A resolution will be introduced before the National Nut Growers' Association providing for the selection of a Pecan Day. On this date every housewife in the nation will be asked to serve nut foods and to give thought to their value.

The year's deciduous fruit crops of Southern California will be worth \$15,000,000 to the men harvesting them, says the Los Angeles Times. This great sum includes the value of the grape and the walnut and exceeds by at least \$3,000,000 the sum realized last year, making it the greatest harvest of this character that has ever blessed the section. Every crop has been better than average.

Just say you saw it in **AMERICAN FRUITS**.

WANTED: A live, energetic, reliable young man, who has had some experience in handling salesmen. We prefer a man who has been assistant sales manager in some retail nursery. Address applications to Box 1000 American Fruits, Rochester, N. Y.

Large stock CLEMATIS PANICULATA,
2-year and 3-year
Also SHRUBS and HERBACEOUS PLANTS
for Spring 1914

T. R. NORMAN
PAINESVILLE, O.

(Successor to Norman & Hacker)

We offer for Spring a fine lot of One Year Apple Buds, good assortment, Apple Grafts, one and two year, they are fine, also good stock of Peach, Apricot, Damson Pecan, Satsuma Orange, Jap Persimmon, Fig and Kumquats, June Buds, Peach. Lot of Mayflower and other early varieties. Write for prices.

COMMERCIAL NURSERY CO.

WINCHESTER, TENN.

New Apple Pest Found In Pennsylvania

The orchard inspectors of the division of zoology of the Pennsylvania department of agriculture, under direction of Prof. H. A. Surface, state zoologist, Harrisburg, are reporting considerable extension of the area over which the new apple pest, known as the apple seed chalcis, is spreading and doing very remarkable damage to the apple crop of Pennsylvania. It is found now abundantly and extensively in the northern part of Pennsylvania from the extreme western to the extreme eastern part, and must be seriously infesting the orchards in the adjoining state of Ohio, New York and New Jersey.

While this is a very small wasplike insect not half as large as the house fly, yet it has been so destructive to the apple crop in many orchards in the northern half of Pennsylvania, that the inspectors have written to Professor Surface saying, "The apple seed chalcis is doing more damage and spreading in area each year. It is now found to be a pest fully as destructive as the codling moth, which has destroyed hundreds of thousands of dollars worth of fruit annually in this state."

The apple seed chalcis is not likely to be known or recognized readily among fruit growers by the appearance of the small

black adult, wasp-like insect, as this is not seen nor recognized as frequently as are the results of its presence. This pest attacks fruit by laying its eggs in the seeds, and in these the young larvae or maggots live or feed, and cause the fruit to become stunted, misshapen and abnormal. It is unfit for use on the market because so dwarfed and knotty. There may be some good apples on the same trees or in the same region, or all the fruit of the tree may be dwarfed or ruined by this pest, or, in some cases, a portion of the apple may be infested, and the other side may be good. The dwarfed and deformed fruits are too often supposed to be due to other insects, such as aphids or plant lice, starvation dry weather, lack of thinning, or disease of the trees. If the apples were cut across with a sharp knife, and the seeds opened, the larvae or worms, if present, would be inside of them during the fall or winter. This will readily tell the story, and the owner can thus see for himself what has been the cause of the injury. It is very important for all apple growers to watch for this pest by cutting open the small and deformed apples in the fall of the year, opening the seeds and seeing if it is present. Is so, all such apples should be destroyed by any means possible.

Professor Surface and his inspectors have reared this insect in cages indoors, and it has been proven, first by Inspector Bullock, of Wayne county, that the insect passes the winter within the apple seeds in fallen apples, and also within those that may remain hanging on the trees. It does not come forth until late in the spring and this gives abundant opportunity for its destruction by complete destruction of fallen fruit.

Unfortunately, the division of zoology has not yet been able to obtain an efficient parasite to destroy this pest, as in the remarkable case of its work with the effective parasite of the San Jose scale. Spraying this particular pest is also out of the question, and as this is the time of year to determine its presence and to get rid of it, all apple growers, if owning only a single tree, should give attention to the practical information herein contained.

Apple Results In Doubt

Richmond, Va.—W. T. Hood & Co.: "Our sales made (mostly through agents) the past season have been very satisfactory indeed."

"We expect to have some surplus in apples. It is most too early to predict trade indications for next year. We observe, however, that some of the wholesalers outside of our state are quoting apples, peach, etc., at very low prices. We do not know what effect this will have on the business another season. Our stock generally for fall delivery has made good growth."

The Carlisle, Pa., Herald must have a Celt of the old school on its staff, for it refers to the O'Zark Fruit Growers association!

To Increase Catalogue Postage

James L. Cowles, representing the Postal Progress League, presented to the Interstate Commerce Commission and Postmaster General Burleson on October 16 a protest against the inclusion of third-class matter in the parcel post service. If this is done it will increase the existing flat rate on printed books, pamphlets, catalogues and similar printed matter, when mailed in parcels up to four ounces weight, fully 100 per cent.

W. Atlee Burpee, of Philadelphia, says the American Florist, states that his postage on 400,000 catalogues will be increased from 4 to 12 cents. Three other catalogue firms stated that the proposed regulation would entail a loss of \$80,000 in their business. It was pointed out that with the existing low rate for such matter under the postal union laws, Canadian and English printers could print catalogues for American firms and mail them to all parts of the United States at lower rates than the American printers.

Hoopes Bros. & Thomas, West Chester, Pa., report that in their experience Japanese chestnut blights as badly as any other and that they have stopped trying to grow any chestnut stock for the present on account of the blight.

Just say you saw it in AMERICAN FRUITS.

SCARFF'S PLANTS
Equal to Any
on the Market

Small Fruit Plants our specialty for 25 years

100,000 Transplanted Raspberry, Blackberry and Dewberry plants, fine for critical trade.

Currants, Gooseberries, Grapes, Horseradish Asparagus, Rhubarb, etc. Hardwood cuttings and layers in large quantities. See our wholesale list before placing your order.

W. N. SCARFF, New Carlisle, O.

W. T. HOOD & CO.

"Old Dominion Nurseries"

RICHMOND, VA.

Growers of a Complete Line of

General Nursery Stock

Write us for quotations on California Privet 1 and 2 year Extra Fine

Peach Seed-Tenn. & N. C. Naturals—We have a few hundred bushels we are offering at market prices.

NOTICE

To all American Nurserymen and Seedsmen desiring to keep in touch with commercial horticulture in England and the continent of Europe. Your best means of doing this is to take in the

HORTICULTURAL ADVERTISER

Our circulation covers the whole trade in Great Britain and the cream of the European firms. Impartial reports of all novelties, etc. Paper free on receipt of 75 cents, covering cost of postage yearly. As the H. A. is a purely trade medium, applicants should, with the subscription, send a copy of their catalogue or other evidence that they belong to the nursery or seed trade.

Established 1883

A. & C. PEARSON, Lowdham, Nottingham, Eng.

36th YEAR

PAN HANDLE NURSERIES

SPRING OF 1914

We offer a Complete Line of Nursery Stock Consisting of

Apple, Pear, Plum, Cherry, Peach,
Grape, Currant, Gooseberry,
Small Fruits, Maple Norway,
Maple Schwedlerii, Maple Silver,
Poplar Carolina, Poplar Volga,
Elm American, Sycamore Oriental,
Sycamore American, Mountain Ash,
Box Alder, Althea, Hydrangea,
Barberries, Syringas, Weigelas,
Clematis, Honey Suckle, Wistaria,
Ampelopsis, Roses, Evergreens,
California Privet, Buxus, Weeping Trees,
Catalpa Speciosa Seedlings,
Black Locust Seedlings, Fruit Tree Stocks,
Catalpa Speciosa Seed

Our stock is well grown and graded and prices are such that it will pay you to investigate. Come and see us or write.

J. K. HENBY & SON
Greenfield, Ind.

FOREST TREES

Seedlings and Transplants, in largest quantities grown, for reforestation or lining out by

H. H. PEIN, Halstenbek, Germany

Established 1847

Address all inquiries for traders etc. to our Sole American Agents

AUGUST ROLKER & SONS, NEW YORK

P. O. Box 782, or 51 Barclay Street

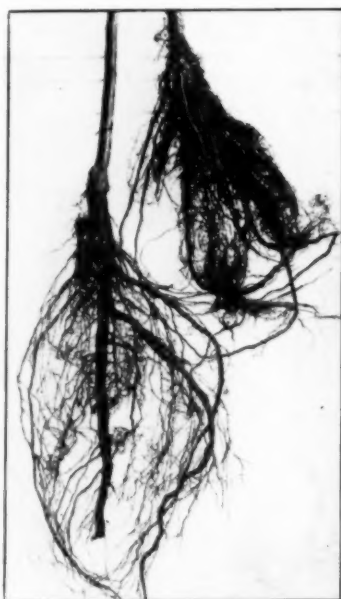
Signs This Fall Indicate That Apple Trees Will Be In Demand Next Spring

As a general rule when a farm crop is short and the prices are high, the following two or three years see a big planting of that particular crop. The season of 1913 has not produced a normal quantity of apples. The Eastern states have about 40 per cent of a normal crop, and the West seems to be in no better shape. Prices are high--perfect flawless fruit bringing Four Dollars a barrel. And there isn't enough to supply the demand at that price.

These conditions will stimulate interest in fruit growing and Apple trees are bound to be in demand. There isn't any danger of over-production of this handsome, healthful fruit, and good fruit will bring good prices anywhere at any time. Orchardists are sure to put in trees if you will help to drive out the over-production scare which was started by men who didn't know the market.



Better Order Trees Now For Next Spring's Delivery



We have a reasonable supply of strictly Harrison grown one and two year Apple trees. If we have your order this fall or in early winter we will reserve the cream for you. When you send Harrison Trees to your customers you know you are perfectly safe, for we guarantee every tree to be true to variety and in first-class growing condition. Let us have your order soon for these varieties, and any others you will need:

Baldwin
Ben Davis
Early Harvest
Fallwater
Gravenstein
Grimes Golden

Mammoth Black Twig
McIntosh Red
Nero
Red Astrachan
Stark
Winesap

Wolf River
Wealthy
Williams Early Red
Winter Banana
Yellow Transparent
York Imperial

Peaches Are Going To Be Planted, Too

Apples aren't going to be the "whole show," for lots of orchardists don't want to wait six or seven years for the apple trees to produce. So Peaches are set as fillers. Big orchards are being planted, too, for there is just about as much money in Peaches as in Apples for the man who cares for the trees. Our list of Harrison-grown trees, all budded from bearing trees in our test orchard, includes Carman, Elberta, Belle of Georgia and Crawford's Late.

Prosperity is here for the orchardist--he will surely plant trees, but he is looking more carefully than ever to the stock he buys. You can get your share of the business if you furnish the kind that is right, true, vigorous, guaranteed--Harrisons'.

Harrison's Nurseries
J.G. HARRISON & SONS PROPRIETORS
BERLIN MARYLAND

Designed and Written by The McFarland Publicity Service, Harrisburg, Pa.